

# Are We a Nation of Quitters?

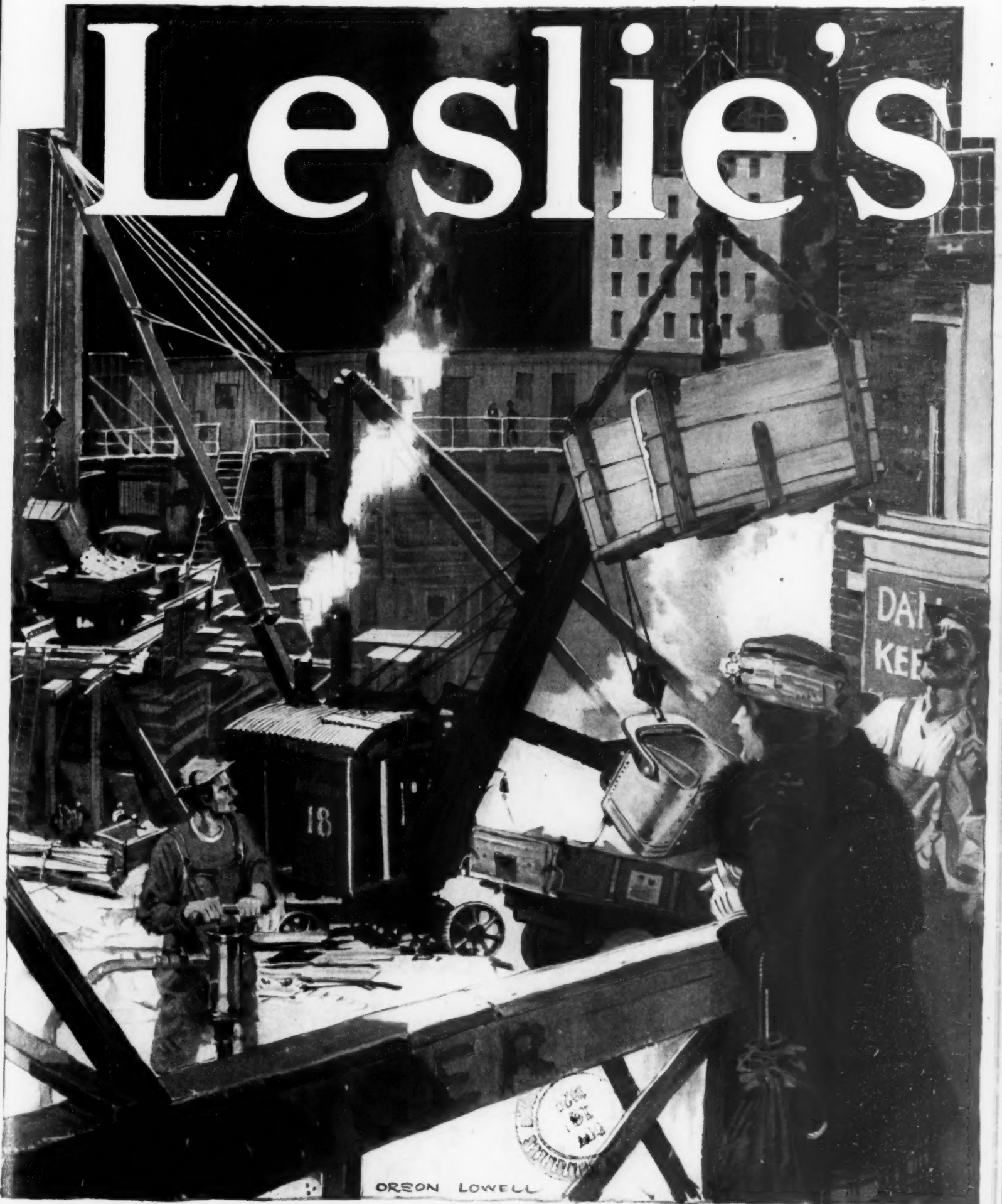
By Irving T. Bush

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# Leslie's

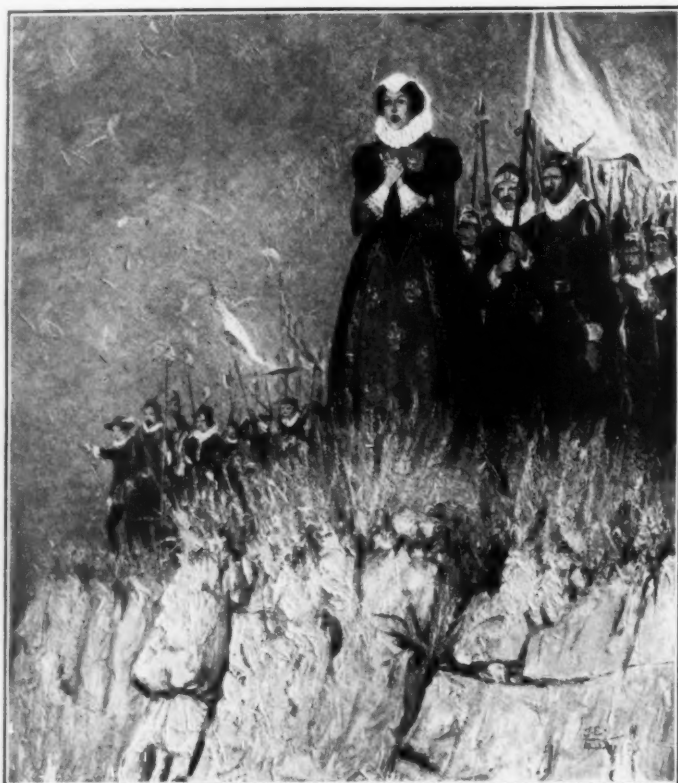


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*A Typical Bit of Manhattan Island Scenery*

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## A Woman Who Saved the World

**T**HERE were anxious hearts in England that July morning over three centuries ago. The long-expected *Invincible Armada* had been sighted in the English Channel, covering the seas as far as the eye could reach. Spain, mistress of the ocean, rich with the spoils of the New World, and drunk with the lust of conquest, had dispatched this mighty fleet to destroy England, the only remaining obstacle in her path to world dominion—that England to whom the oppressed and outraged peoples of Continental Europe looked as their sole protector and refuge.

But a lion-hearted woman sat on the English Throne, and Elizabeth was prepared. With smashing blows her gallant admirals drove their stout little ships against the giant, gilded galleons of Philip of Spain, scattering and shattering them, hanging on like wasps to the huge naval structures, as for ten days they drove the terrified Dons before them, while from every promontory on the shores anxious eyes strained through the smoke of battle, and heavy hearts grew lighter in prayers of thanksgiving as one by one the sails of the fleeing enemy disappeared beneath the waves.

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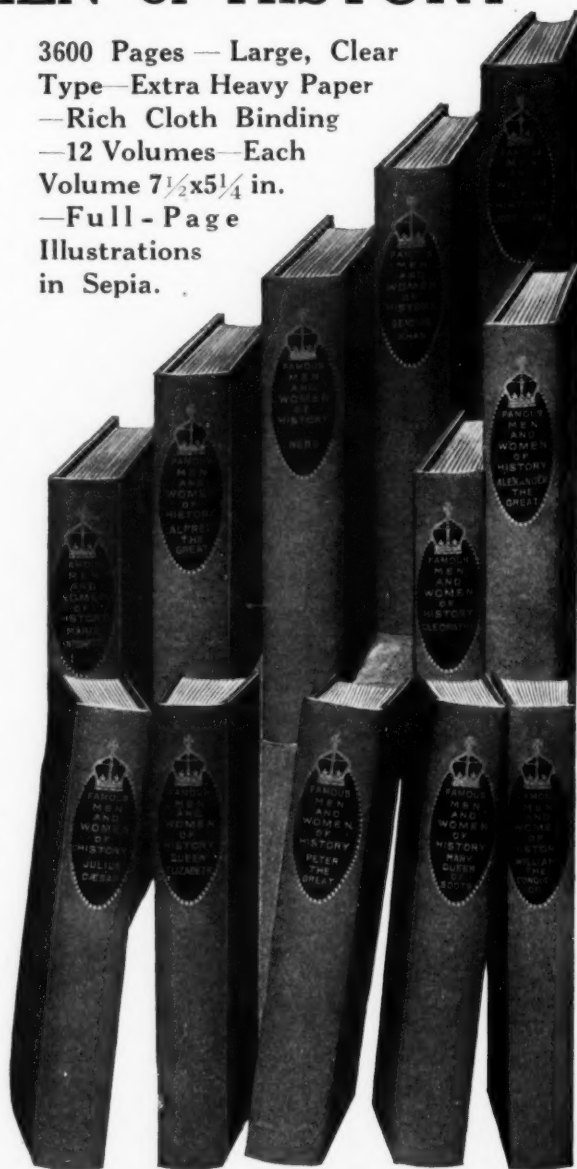
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# How I Learned Shorthand in Seven Evenings

By JAMES R. LANDON

TALK as fast as you like, Jim. I am taking it down in shorthand! Yes, that is exactly what I said—shorthand. What do you think of that, old fellow? No, I haven't been to night school or the business institute. But just go ahead—as fast as you wish—and I will give it all to you this noon just as you are reading it now."

It was Hal Richards on the 'phone and he had me guessing, I can tell you.

Hal Richards writing shorthand! I could just as easily imagine myself writing a play for Douglas Fairbanks.

Yet there he was offering boldly and confidently to take down everything I said as fast as I could give it to him. And it was a long and elaborate report that I wanted to get before him immediately.

It took him only fifteen minutes to get my report, whereas a similar report before had taken us nearly an hour. How on earth had he learned it?

Surely Richards had no time in the busy year just passed to take a Shorthand Course. For no decent Shorthand Courses that I had ever heard of could be learned in any time short of six months—or four at the least—even with a lot of time spent on it daily.

I had seen Richards often—by day and in the evenings—and I was positive his engagements had never given him such a chance.

So what was the answer to the riddle? I was soon to find out.

When noontime came and we met at the club for luncheon, Hal showed me several leaves from his desk pad crowded with neatly penciled shorthand characters and to my complete amazement "translated" these magic characters into the very report that I had given him over the telephone that morning.

And he hadn't made a single mistake in sentence or word or letter.

"Wonderful, isn't it?" said Richards smiling broadly at my blank astonishment.

"I guess you think something magical has happened—with me in the rôle of the Miracle Man—but it is just the simplest and most natural little happening that you or I ever experienced.

"You probably won't believe me when I tell you that I learned to write that beautifully simple shorthand in just seven evenings. But that is the bare and unmistakable fact—and a most enjoyable fact to me, I can tell you!

"Of course I acquired the speed that you have seen today later by practice—but the 'how' of it—the alphabet and the way to put the words together—all this I had mastered after one week's study of the most simple and fascinating seven lessons I had ever encountered since my A-B-C days.

"I cannot think of anything more practically valuable and useful than these lessons that I stumbled upon so fortunately. What were they?

"Why, this system is known as Paragon Shorthand, invented by a man named Alexander Lichten-tag.

"It first came to my attention when an old college friend, a Super-

intendent of Schools, told me how successfully it was being used in the public schools of his city.

"Really this system is a 'cinch.' The speed and ease with which any ordinary man or woman can pick it up is extraordinary!"

With that, Richards pulled out and handed me a sample Paragon lesson. Will you believe it, I learned



Talk as fast as you like, Jim. I am taking it down in shorthand.

that lesson by heart right at the table in just ten minutes.

Try this yourself:

All that is dreaded is done away with in the Paragon method. Instead of committing to memory something like 4,000 word-signs and contractions, you have only 26 word-signs to learn.

The entire system consists of:

- The Paragon Alphabet,
- Twenty-six simple word-signs,
- Six prefix contractions,
- One general rule for abbreviations.

The simple exercises and explanation are divided into seven lessons, each of which you can grasp in one evening.

That is all.

Now you know why Harold Richards laughed when I looked so astonished.

For it is easy, isn't it?—

I know that from experience—for I can write Paragon now like a breeze.

I had always intended some day, if I could arrange the time, to take a course in shorthand. There were always so many time-saving uses for it. And yet I had kept postponing it until I had practically given it up.

Hal's experience again aroused my desire to learn it. If he could get the gist of it in only one week why I figured I could do as well. I could spare a week's time to learn, but I probably never would have been able to get the month's time that is usually considered necessary in order to master a Course of Shorthand.

I thought it over and began to reason it out. After all it wasn't so miraculous as it seemed at first.

Why hadn't someone figured out a simpler system? So I sent for the Paragon Course, and, just as Hal had done, I too, learned shorthand in seven lessons—just one lesson each evening for a week and I had the fundamentals down pat.

And I had a lot of fun doing it. I got my wife and the boys interested and we made a game out of it. My wife attends lectures during the winter and she wanted to take notes on them.

Both my boys were in High School. Dick, my oldest boy, had decided to go into business after he graduated last summer. When he applied for his first job he landed it instantly because he knew shorthand, and he received a much bigger salary than most beginners get. He is doing finely, too. I really attribute his rapid success, which is quite remarkable for a youngster, to Paragon.

I wouldn't take thousands of dollars for this new aid to time saving and fatigue saving. It is a priceless aid to efficiency, advancement and all-round earning power. I find it a wonderfully simple means of taking down notes, dictation, reports, speeches, conferences and memoranda of all kinds.

I went the other day to the Paragon Shorthand Institute to tell this to Mr. Lichten-tag, and get some advice on the finer points of his invention. He showed me a bewildering stack of letters from students of his system. I could not imagine a more convincing exhibit. From the lot I want to quote here one of the letters that was typical of hundreds:

"I have mastered your System sufficiently to begin teaching it. I have found Paragon the shortest, simplest and at the same time the most comprehensive and adequate system I have ever examined or studied."

W. P. Garbraugh,  
Secretary to the President, South Georgia State Normal College.

And here are just two more:

"I received your Paragon Course and mastered the entire theory within five hours after I received it. There is no reason why I should not be able to write 150 words a minute after a little practice."

Carl A. Jackson,  
Koskaskia Live Stock Insurance Co., Illinois.

"I am fully convinced that Paragon is the very thing for a busy man."

And don't forget the younger folks—the sons and daughters who need Paragon to make them permanently self-reliant, self-supporting and always equipped to take a business position high up—near the man who runs the business.

JAMES R. LANDON.

## It Won't Cost You a Penny

to see what Paragon Shorthand is like. Send today for the seven simple lessons. Try it one evening—or seven if you like. Then either return the course without any cost whatever or if you feel that you will benefit as thousands of others have, send only \$5.00—and the course is yours. Remember: This is the Shorthand Course at a popular price—only \$5. And it is exactly the same course that Mr. Lichten-tag has taught personally for years at a fee of \$25. His system of self-instruction and self-examination eliminates any necessity of personal teaching and has shortened the period of learning by several hundred per cent.

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## Try This Lesson Now

Take the ordinary longhand letter *d*. Eliminate everything but the long downstroke and there will remain */*. This is the Paragon symbol for D. It is always written downward.

From the longhand letter *e* rub out everything except the upper part—the circle—and you will have the Paragon E. *e*

Write this circle at the beginning of */* and you will have Ed. */*

By letting the circle remain open it will be a hook, and this hook stands for A. Thus */* will be Ad. Add another A at the end, thus */* and you will have a girl's name, Ada.

From *e* eliminate the initial and final strokes and *o* will remain, which is the Paragon symbol for O.

For the longhand *m*, which is made of 7 strokes, you use this one horizontal stroke *—*. Therefore, *—* would be Me.

Now continue the E across the M, so as to add D—thus */* and you will have Med. Now add the large circle for O, and you will have */* (medo), which is Meadow, with the silent A and W omitted.



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# Leslie's

THE OLDEST ILLUSTRATED WEEKLY  
NEWSPAPER IN THE UNITED STATES



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Irving T. Bush developed his Bush Terminal from one dock into eight international piers, 123 warehouses, containing a million cubic feet of cold storage space and 68 million square feet of factory lofts. There are 25 miles of railroad tracks on the premises

and 30,000 men are there employed. He built the thirty-story Bush Sales Building in New York, in which are located the International Buyers' Club and hundreds of sales offices. He says: The man who doesn't fight when called a quitter, is one.

## *Are We a Nation of Quitters?*

*Our Senate Refused to Ratify the Treaty of Versailles and We Have Made a Campaign Issue Out of Their Action. Was the Senate Right or Wrong?*

By IRVING T. BUSH

**A**RE we quitters in this League of Nations and Peace Treaty business? That question is bothering me. I find it is bothering a great many other people. We fought a great war and we thought we had won it. Now they say we quit. Have we really left the job unfinished?

I was in Paris during the Peace Conference, and I supported President Wilson, the Treaty, and the League of Nations. I wrote a magazine article advocating the League of Nations. I have been abroad several times since then and have managed to cover pretty much all of the new Europe. I have business interests abroad and am anxious for international good-will. We appear to be the only one among the Allied Nations that has raised a question about signing the Treaty of Versailles. Our Senate refused to ratify that treaty, and we have made a campaign issue out of their action. Was the Senate right or wrong? What is the honest thing for an American to do?

The word quitter rankles. It is a nasty, jeering sort of a word—more than that, it is a fighting word. If a man does not fight when he is called a quitter—then he is one. If we quit, what then did we quit?

The League of Nations was conceived in the idea that it would prevent future wars. After every great war people gather together and, viewing the terrible death and

desolation, say we must never have another war. It is an idea that does and must appeal to every one. No man in his right mind can want war. He may want the results of a successful war, but he will shrink at sending people forth to war, and nowadays we are fairly agreed that it is a grave question whether the victor or the vanquished suffers more through war. So any experiment that seems to hold the possibility of preventing future war is worth trying.

The articles composing the League of Nations seemed of themselves preventive of war. It was perfectly logical that men should gather round a table and send a recalcitrant nation to coventry as though it were some small boy who had to be shown with great precision that he could go so far in annoying his fellows and no farther. There we have the ideal of the League of Nations and as such it surely seemed worth trying. The Americans at the Peace Conference were enthusiastic, even fervent, advocates of its adoption.

It is true that the document pledged the United States to make a contribution of men and treasure whenever the League might find it necessary to use force to promote peace on earth, if not good-will toward men. We were willing to run that risk—if we might forever stop war. We thought that no nation would dare to go to war with the power of the world arrayed against it, and therefore

it did not much bother us that we became morally obligated to fight in some war that would not be of our own choosing, and in which we could have only that interest that arises out of an international community of interests.

And then, too, we visualized Germany as the only country sufficiently militaristic ever again to make war. That was the view of the Americans at Paris and that is still the view of many sincere, well-meaning citizens. There is always a certain quota of wholly respectable people who think that it is essentially wrong to change one's opinion, even if the facts change. We still have with us a remnant of ardent Populists, one may find, without searching far, Democrats who believed in Free Silver, and not a few of Ponzi's creditors appraise him as a financial genius being drubbed by the "interests." In other words, some people, once they are taken in, insist not only on going all the way in but also on staying in—which in a way is a lovable trait of mankind. Now if ever a country was taken in so courteously, so dignifiedly, and so completely as to leave only admiration for the skill of those who did the taking, that country was the United States, and the operation was performed in Paris.

Instead of being an instrument to promote peace, the League of Nations, by reason of its connection with the

Treaty of Versailles and with the several other treaties formulated on the same general principles, became an instrument of oppression by which the power of the United States was to be used to forward the special and personal ambitions of the League members.

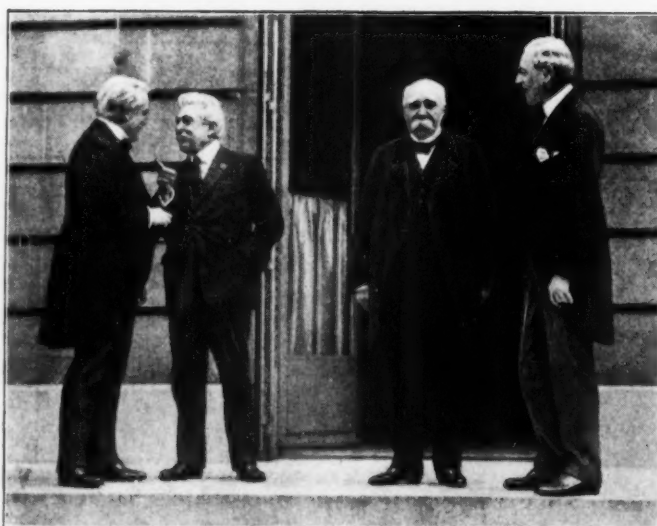
The common enemy today is Russia, not Germany. France alone of all the countries at war is unwilling to acknowledge that Germany is no longer a military menace and that the peace terms are incapable of exact fulfillment. France desires a great Poland as a buffer state in Central Europe and is also determined to use every possible means to restore some government in Russia that will pay the bonds held by the French people. The only power that the League could exert against Russia would be that of force; the policy of economic isolation has proved itself worthless. So, if today we were members of the League and it was functioning, we should be engaged not in promoting the peace of the world but in an endeavor on the one hand to prevent the economic recuperation of Germany, and on the other hand to promote the success of Poland and of some political division of the Russian people in reclaiming Russia from Bolshevism—possibly to make that country safe for democracy, but surely to make it safe for the holdings of French investors. The League of Nations today is only an impotent collection agency which cannot be rated as potent until the United States agrees not only to support it with the full weight of an army but also incidentally to support the dominant political theory of the members. I dislike the Soviet government far too much to see it solidified and strengthened by an attack from without, but even were that not the inevitable result of force, I should still hesitate to ask American soldiers to offer their lives against a theory of government. People are entitled to choose their own kind of government, and it is not for us to say that the majority of the population did not have a chance to vote. That might force us into some explanations of our Southern vote.

The various treaties have created new States, some on economic and others on national lines. Some of the States created on what were thought to be economic lines cannot function because they are not sufficiently nationalistic, and some of those created on nationalistic lines cannot function because they are not economically sound. The map of Europe has been drawn and quartered time without end, and the pieces have been put together again to make a living body, but never in the past have the treaty-makers, without claiming to be animated by any principle loftier than expediency, succeeded in creating at one time so many States that have really nothing to exist on. What is left of Austria, for instance, can be imagined only if one can conceive of making an independent democracy of Manhattan Island with hostile bordering communities in New Jersey, Connecticut, Long Island, and the mainland of New York. The League of Nations cannot mix oil and water, but it might keep them stirred.

I could and did view with a measure of equanimity the possibility of again sending our troops overseas to preserve the peace of the world, but what then seemed to be the peace of the world now appears to me to be something different from a peace. I do not find that the nations across the Atlantic, other than England, Germany, Italy, and Switzerland, want peace. The peoples may want peace, but the politicians have the habit of war, or at least of making the gesture of a war. The principal thought of a politician the world over is to stay in office, and nothing has as yet been discovered which so quiets the opposition as a sincere-looking gesture of war.

The League of Nations was formed as a conference of politicians, and it would not reasonably be expected to have a judicial outlook. Taking the temper of Europe, or rather of political Europe, there is not the slightest doubt that if we were a member of the League we should find that our great power and resources were constantly, by elaborate wire-pulling under the name of diplomacy, being used to further political ends and that we should shortly have our troops in every quarter of the globe pulling somebody or other's chestnuts out of the fire.

Even that prospect, disagreeable as it is, could be envisaged as reasonable if in the end we might secure both justice and peace. There is nothing to show that abstract justice is politically more popular in Europe than it was at the close of the war or that peace means more than the defeat of some one. Today when one speaks of the League of Nations as a possible instrument of peace, one is talking either without a knowledge of the facts or in complete disregard of the facts. It would be an instrument of peace only if the United States agreed by force of arms to support every decision, to become the policeman



"The League of Nations was formed as a conference of politicians, and it could not reasonably be expected to have a judicial outlook. Taking the temper of political Europe, there is not the slightest doubt that if we were a member of the League we should find that our great power and resources were constantly, by elaborate wire-pulling under the name of diplomacy, being used to further political ends, and that we should shortly have our troops in every quarter of the globe pulling somebody or other's chestnuts out of the fire."

### Who Irving T. Bush Is

THE remarkable fact about Irving T. Bush is that he might easily have spent the larger part of his life clipping coupons off his own bonds, but instead deliberately forsook an easy-chair career to undertake the thankless and money-profitless task of cutting some of the waste out of the handling of goods in New York Harbor.

He was born in Ridgeway, Michigan, and at twenty-five inherited a fortune which included a stretch of waterfront property in Brooklyn, N. Y. Having the means to travel he started around the world. What interested him especially was the way in which many of the foreign ports, but slightly endowed by nature, had been transformed into efficient handlers of goods. The contrast with New York struck him so forcibly that he resolved to find some way out of the New York handling congestion. Thereupon his journey became one of scientific investigation and he picked up the best port ideas from London, Liverpool, Rotterdam, Hamburg and Bremen. He found that it cost more money to get a crate of goods out of a ship in New York Harbor to a buyer in up-town New York than to manufacture those goods abroad and put them alongside the New York waterfront. As a result he built the Bush Terminal, a collection of great docks, warehouses, and factory plants fronting on New York Harbor.

The idea was to provide every known mechanical device for unloading, for placing goods without human handling in the warehouses. One of the piers he built 1400 feet long, and it covers fifteen acres. The whole Terminal is fitted with electric tractors and hoists. One man with a transveyor, does the work of 18 men with old-fashioned hand-trucks. The port people told Bush he was going to fail. He put up all of his own money and all he could borrow, and he nearly did fail. The ships would not use the docks, for shipping is managed largely on tradition. Bush offered to demonstrate the economy of using his piers. He chartered a ship, sent it down to Jamaica, had it filled with bananas, brought it back, and unloaded the cargo right into waiting freight cars, demonstrating a saving of 50 per cent. over the former methods. Today the tonnage of vessels at Bush Terminal exceeds that of many large ports.

Having made a success of the Terminal, Bush thought that a proper complement would be a sales building in which manufacturers might group their products so that a buyer, instead of traveling over the city might find all he needed within the four walls of a single building. With that in mind he put up the Bush Sales Building on 42d Street, New York, thirty stories tall, in which are located the International Buyers' Club and hundreds of sales offices.

He has shipping offices located in every part of the world, and lately bought a magnificent site in Aldwych, off the Strand, in London, where he has under way the erection of another building on the lines of the New York Sales Building. Every one of these undertakings has been carried through on his own initiative, every one is in the interests of cutting out useless expense, every one is successful.

of the world with as little knowledge of the genesis of the laws that it was enforcing as has the average policeman. We may embroil ourselves in Europe and we may help to forward the interests of various parties in Europe, but I doubt if we possess any super-genius who might enable us to quiet that which through all the years never has been quiet. We have only to glance southward to Mexico to get a perspective on ourselves as peace-makers.

But there is another and even more important side, which it is very difficult to discuss because some of our citizens have not as yet been informed that the war is over and that it is time to cease economic destruction. We may talk about punishing Germany, and if the crimes of war could be punished and if the fear of punishment ever deterred a nation from war, I should advocate a full measure of chastisement, but as the case stands today Germany and Austria are in need of help—not of punishment. There is a difference between the autocratic German government we helped to kill and a German democracy which we should help to live.

We affect to believe that there is a democracy in Germany, but we cannot expect that democracy to function if it be continually harassed from the outside and that is about all, since the Armistice, that the Supreme Council, substituting for the League of Nations, has done. Their measures have been effectual. Germany is nationally weaker than on the day the war ended, and the continual talk of invasion to insure the performance by Germany of some obligation that it cannot perform, is just as sensible as it would be to garrison an insolvent debtor's shop with policemen and expect him to do business. France, because of the terrible trials and misfortunes of her people and of the devastation wrought upon her country, cannot seem to understand that it is easier to destroy than to construct, or that because a man runs amuck that same man will not necessarily be able to mend all that he breaks. You might as well tie a defaulting clerk to a whipping-post and expect by lashing him to get back the money he had stolen and spent.

Germany is a natural bulwark against Bolshevism. The habits of industry and saving of the German people are more forcible repellents of Bolshevism than any army—indeed, it has been the universal experience that an army, resenting the petty tyrannies of the lower officers and in the natural discontent of idleness, is the fittest possible subject for Bolshevist propaganda. We can do more to prove to the Russian people the fallacy of Bolshevism by the example of a prosperous German republic than by promoting civil war—by promoting the activities of General Wrangel or whoever his successor may be by the time this article is in print.

But it has also been said that without the League of Nations we cannot engage in world trade. The picture here is somewhat confused. On the one hand we are supposed to be able to wander about the world as a Lady Bountiful making peace and giving largesse, and on the other hand as a keen but honest commercial traveler taking away in trade the money that has just been distributed. I cannot conceive just where the League fits into commerce. Most of the countries abroad are now sending goods to us and in increasingly large quantities. We have since 1914 been sending great quantities of goods to them—not so much because they wanted to buy from us but because they could not well buy anywhere else. Every country excepting Russia is trading as much as its facilities will permit.

The world is nothing but a mass of individuals, and we can sometimes understand world problems better by reducing them to the simple figures of the small community. Before the war the world's buying was done at seven shops. Three of them—Great Britain, Germany, and the United States—were the great industrial markets of the world. The remaining four—France, Italy, Belgium and Austria—did not sell so wide a range of merchandise. During the war five of these shops were closed, and one of them, England, was partly closed. Therefore most of the trade came to our shop, with the result that in the foreign exchanges every currency is depreciated in comparison with the dollar.

That depreciation works against the United States. The foreign workman is paid in a depreciated currency and the American workman in an internationally appreciated currency, and although European wages have risen, so have American, and the labor cost of most articles made abroad is much less than the cost of the same articles made here. This means a rapidly increasing flow of imports into America and a decrease in our exports of manufactured articles. This is already taking place.

(Concluded on page 498)



# First News Photos of the Italian Upheaval



**Earthquakes Add to the Chaos in Europe**

From Florence northward to Modena was the trail of successive earthquake shocks on the mountainsides of northern Italy. Many towns were totally destroyed. None escaped damage. This view in the devastated area shows the cataclysmic effect of the earthquake in Fivizzano.



**The Wrecked Cathedral at Calcinaia**

Calcinaia was foremost among the towns of northern Italy to suffer severe loss. Four hundred and thirty-two of its inhabitants were killed, buried in the ruins. In threescore towns and villages of the Apennines region more than 10,000 persons were rendered homeless by the catastrophe.

AN industrial upheaval simultaneous with a tragic earthquake visitation brought Italy to the forefront of recent news. Italy's industrial troubles have been settled for the time being, but the gaping wounds caused by the earthquake are still open. The territory where the earth disturbance was most severe extended along the Etrurian coast. Lowest estimates placed the number of dead at nearly a thousand, with the list of injured far in excess of first figures. Great damage was done in the provinces of Florence, Pisa, Leghorn, Modena and Piacenza. The shock was felt as far northward as Milan. One of the greatest difficulties encountered in relieving the distress was due to the fact that the earthquake caused an enormous displacement of surface soil and rocks, which blocked the roads and destroyed telegraph and telephone communications throughout the zone affected. From scores of small towns came reports of great destruction to homes. Families were entirely blotted out, and each place had its little or large toll of dead. A tragic scene was enacted at Marina, near Carrara, when the earthquake shattered a church where mass was being celebrated, killing many of those who were kneeling in worship. A dozen additional shocks were felt in the afflicted regions, after the first one, further increasing the terror of the people. At Pisa, many of the inmates of an insane asylum escaped, and prisoners of the jail were shifted from its swaying interior to the comparative safety of the yard. Emergency supplies were sadly inadequate, the shortage of ice being especially felt, as many were suffering from cerebral concussion. The striking pictures which are reproduced on this page tell the story of what was the tragic aftermath of the quake far better than any mere verbal description. The majority of the houses in Italy are rarely beautiful, but they are particularly susceptible to earth disturbances.



**An Italian Nobleman Salvages His Pet Cat from the Ruins**

One of the many villa gardens in the Apennines which the earthquake strewed with the debris of sudden disaster. The fickle favor of earthquakes is well illustrated by the immunity from injury of the bust and pedestal. This view is typical of the property loss everywhere in northern Italy, especially along the Etrurian coast, and over the Apennines eastward for one hundred miles, a wonderfully beautiful section.

# Rioting, Arson and Bloodshed in the Emerald Isle



KADEL AND HERBERT

## Anti Sinn Fein

Type of the Irish Nationalist Volunteer Troops, whose husky job is to help maintain order—British order—in Dublin town.



KADEL AND HERBERT

## Ulsterman Versus Sinn Feiner, a Belfast Bout to a Finish

The Irish Revolution is an affair of bare fists and individuals as well as of machine guns, lorries and British battalions. Belfast, chief city of Ulster, is a particularly responsive spot in which to start an argument. Ulster, it will be remembered, verged alarmingly on rebellion, because of the possibility of free Ireland, prior to the outbreak of the great war.



KADEL AND HERBERT

## A Keeper of Peace

As Gilbert wrote in his "Pirates of Penzance," "a policeman's lot is not a happy one." There are no dull beats in Dublin these days.



KADEL AND HERBERT

## In the Enemy's Country

On the Belfast-Dublin road, British Tommies eat a hasty noontide snack in the shelter of sandbags and a stone wall. "All in the day's work," is the message conveyed by the British Tommy's expression.

## GOVERNMENT OF THE IRISH REPUBLIC.

Acting under instructions, you are hereby notified that after this date you are forbidden to drive any train, or to assist in any way, the transport of armed forces of the English Government.

By Order,

MINISTRY OF WAR.

Date, 20 8 20

UNRECORDED

## Irish Retaliation

One of the cards issued by the Sinn Feiners forbidding railway workers to aid in moving British troops.



KADEL AND HERBERT

## Precautions in Ulster

Drill of a machine-gun crew of the Ulster Volunteers, whose entrance into the conflict was precipitated by the riots of the Unionists and Sinn Feiners. The Ulstermen have long been in active military training.

CONTEMPORARY accounts of the tense situation in Ireland give increasing details of a wide range of disorders. Reprisals by the police and military are daily becoming more frequent as vengeance is sought for the death of comrades. Homes are put to the torch. Pretense of not even an armed truce is maintained. The Royal Irish Constabulary no longer find it advisable to hunt in pairs, sixes being safer. Motor lorries of troops are everywhere in the trouble zone, which includes practically all Ireland. The magnitude, if not the hopelessness of Great Britain's task in putting down the Irish revolt is well illustrated by the fact that at the last election eighty per cent. of the people voted for Sinn Fein candidates, and Sinn Fein sympathies and support have since spread into the remotest sections. The invisible government operates with Sinn Fein officials, whose authority even those who oppose the Sinn



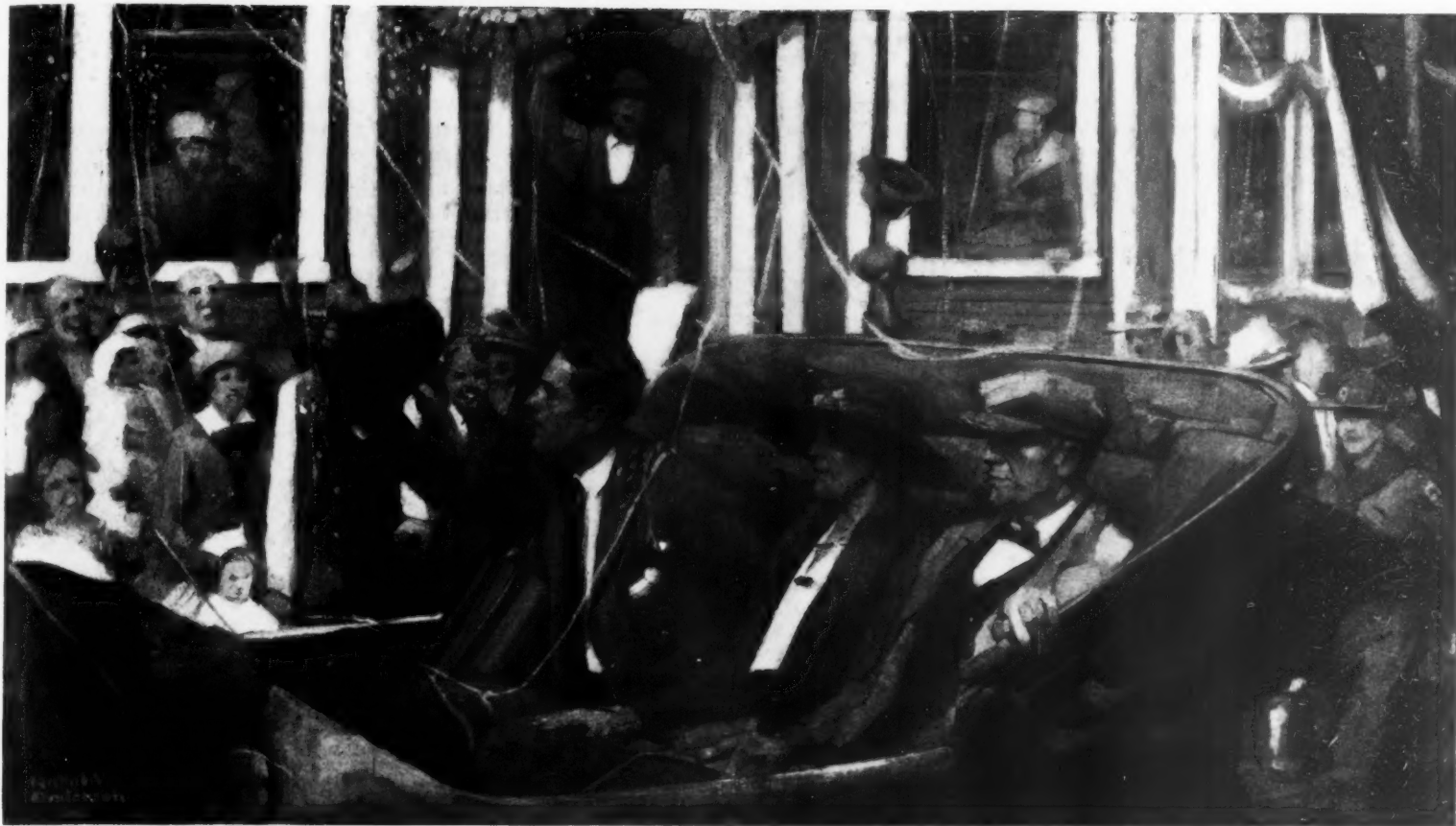
KADEL AND HERBERT

## Ireland's Enemies Hung in Effigy

Pedestrians on Newtownards Road, Belfast, pass evidence, grimly grotesque, of the Sinn Fein state of mind. Still more indicative of disorder are the wholly or partially boarded windows of the shops. Rioting was almost continuous in Belfast, in reaction to the imprisonment of Lord Mayor McSwiney.

Fein movement are forced to recognize. Civic officials of the Crown sit idle, their status ignored, their power nil. General Sir Nevil McCready, commander of the British military forces, with headquarters at Dublin, admits that the Irish Republican army has disorganized not only the machinery of justice, but transport and other interior functions. Yet Great Britain hesitates to put in motion what some declare will prove its only means of subjugating Ireland—literal conquest by overwhelming military force. The end of that step, once it is taken, is clouded in ugly uncertainty. The sort of liberty that Ireland seeks is variously expounded. It is both political and economic. One recent account from Dublin says pointedly: "If you want a cheer anywhere in the country, you talk of the 'Workers' Republic.'" The pictures reproduced on this page are typical of conditions in a score of Irish cities and towns.





Bunting covered the mill. The windows were filled with employees, who threw out confetti and paper streamers.

## Gordon Craig and Son

*The Story of an Old-Fashioned Business Man, Who Couldn't Understand the Spirit of Youth*

By O. F. LEWIS

Author of "Alma Mater", "The Getaway of Pat Mullen", etc.

Illustration by HAROLD ANDERSON

GORDON CRAIG, mill-owner in Palmerville, Illinois, sat at the roll-top desk which his father had also used before him, and looked steadily out across the Mississippi River to the meadows of Missouri. The mill-owner's thin, ascetic face was impassive; his thoughts were bruised and turbulent, and he felt immeasurably tired and old. His gray eyes rested upon the portrait of Gordon Craig, his father, hanging upon the wall.

The long-dreaded break between the mill-owner and his own son had come—this morning—not a half hour since. His boy had addressed him as no son should speak to his own father. In one insubordinate, bitter burst of indignation, the son had refused to abide by his father's mature decision.

It had been over so trivial a matter, the necessity simply of giving up his plan of going to Chicago. The father needed him at the mill. Yet his own son had vehemently said that he couldn't and wouldn't change his plans. His word to his Chicago friends was his word! For several months he had planned this participation in some golf tournament or other—to be gone four or five days! Leave the business for simply a sport, and a profitless game!

Gordon Craig, Senior, recoiled from the memory of those next few moments. His own son had then turned on him, as if he, the father, had been reprehensible. His son had affirmed that as father he had sought to dominate the lad's every movement, every thought, since boyhood—save for the period at college, and then in France! It must now cease, or he would break away and go elsewhere.

Down from the wall gazed the founder of the house of Craig and Son, the man long dead, with whom the present mill-owner had lived, year-in year-out, in a relationship silent, unemotional, linking two souls wordlessly in the never-ceasing struggle with their competitors. Such a life had this sad man in the chair by the window dreamed of with his own son, in his turn. And that dream was now shattered!

The man's eyes rested upon two little boats, lying off the south end of Pearl Island. People must be fishing there. In all the years that the present mill-owner and his father had labored together, they had gone fishing out there just twice! And yet, how they had loved fishing!

The mill-owner's soul cried out in its anguish. Why had God given to him a son who cared nothing for the deepest traditions of the house, or for the Sabbath, and who on the Holy Day played tennis and golf, or went motoring, but seldom appeared within the house of God?

The opened yellow telegram upon his desk brought the mill-owner's thoughts forcibly back to the present. From the mill in Indiana had come word that the men there would go out on Monday unless the twenty-per-cent. increase were forthcoming. For over twenty years, Stimson, the local superintendent, had been able to handle the men there. But, after all, Gordon Craig couldn't handle his own son. He couldn't blame Stimson now for failing with the men.

Loneliness and despair settled down upon the man at the window. Deliberately he drafted the answer to the telegram. The present wage-scale must stand!

Miss Arnold, the stenographer, entered, announcing Dr. Emerson. The old man nodded for him to come in. The Doctor had for years been the physician of the Craigs. "I was down town, Gordon, and dropped in. There's something pretty important for you to know."

IT HAD come like a bolt from the blue! Gordon Craig had listened, incredulous at first, but finally forced to believe. "Those are the unadulterated facts, Gordon. You've got to stop now, while the stopping's good! Turn the job over to Gordon!"

"He couldn't possibly run it!" The man's words were bitter, and desperate.

"He'll have to, pretty soon, if you don't quit!" replied the physician.

"Listen, Gordon! That lad's a wise boy with his golf and his tennis, and all this new-fangled out-door open-

air stuff of his! That's life insurance! Better'n all the liver pills and doses I could give you in ten years!"

Gordon Craig passed his hand slowly across his forehead. The physician went inexorably on. "For forty years you've worked thirty-six hours a day—and now it's got to stop."

Craig had slumped into his chair. His breath came a bit fast. "What have I got to do?"

"Play! Do you honestly know what a good time is? Outside of this office? You've got to learn now, believe me! Rest! Read! Anything except work! Be real wicked! Quit! Seriously, Gordon, what would you do, if you could—if you didn't have a real care in the world?"

It was some time before the man in the chair answered. He knew the bitter foolishness of the question. He would never be without care! His boy had gone from him. Yet he answered honestly. "I think I'd—I'd—go fishing once more—off the point there—where the boats are—" For an instant, a wan, fugitive smile crossed his lips.

The door to the outer office opened quickly. Young Gordon Craig paused abruptly at the sight of the doctor. "Anything the matter, Dad?" he asked, anxiously. The father's face settled back into impassive coldness.

"No, son," said the doctor. "I just dropped in. I suppose you're off now to the Central States Tournament? Craig, have you an idea what the Lord sent into your house in the shape of a golfing son? Why, some day this lad'll come back to Palmerville, and your old whistle on this mill will blow its ancient head off, and our citizenry will sing psalms of victory before the young champion of his country!"

The lad went over to his father. The older man had wheeled his chair about, and had pressed a button. Miss Arnold came noiselessly through the slightly opened door. "I shall need you all the afternoon Miss Arnold." She waited, her eyes resting upon the boats off the point of Pearl Island. "You'd better go now and get your lunch."

(Continued on page 498)

# Bees As a Business and Hospitals As an Enterprise



E. R. Root, a Middle Westerner who knows as much concerning bees as the average American boy knows about "Babe" Ruth and his trusty bat, can handle the little insects with impunity. In fact, they seem to like him—for he understands them thoroughly.

## His Customers Seldom Stung

**I**F you have ever been stung by a bee, you will keenly appreciate the masterful way in which E. R. Root, of Medina, Ohio, handles bees in public as a feature of his popular lectures. He pours the bees into a pan, scoops them into a hat, puts the hat on his head, removes it, combs the bees off, and piles them back in the pan again. While those who are looking on squirm with dread lest he get stung, Root picks bees up by the handful, like so many harmless flies.

Mr. Root is the oldest son of A. I. Root, the pioneer "bee man" of America, and grew up in the business. As soon as he was able to walk he had the bees standing around waiting for orders. He is the author of several standard books on bee culture, among them the encyclopedia entitled "The A. B. C. and X. Y. Z. of Bee Culture." He has lectured extensively on bees before gatherings of bee keepers and before general audiences, to whom he exhibits the bees.

One night in Cleveland he had an unusual experience. He had asked for the loan of a hat, and an old fellow in front responded by passing up a felt hat badly in need of fumigating. It was sweaty, greasy, dirty, and the moment Root got a smell of it, he knew he was going to have trouble, for bees are very clean; they resent dirt and animal odors. Root did not care to offend the owner of the hat by handing it back, so he decided to go right on with the performance and take the consequences. When he poured the bees into the hat they began to buzz and roar—the unmistakable signal for trouble. They were protesting against the dirt. Unflinchingly Root bent over as usual, thrust his bare head into the hat holding the bees, stood up with the hat still on his head, and proceeded with his talk. After the lecture, in response to an inquiry, he admitted that the bees had stung him severely, but he had been able to control himself during the ordeal. He said, however, he had been stung so much during his lifetime that he had become almost immune. He had the stingers removed, and few knew what had happened to him. The bee poison already in his system had prevented any serious swelling.

A group of teachers came up from the summer school at Wooster to visit the Root bee "farm" and factory at Medina, and Root served as their guide. He finished off by going through his usual "stunts." Then he proposed teaching the girls how to handle bees with their naked hands. There were a few gasps here and there, but the teachers were game and none backed out. First he had them wear bee veils and gloves, after which he induced them to bare their hands and faces. They obeyed instructions, and not a girl got stung.

While Root was being photographed for the movies, he was asked to give a regular "thriller." Accompanied by a camera man and his helper, Root gave them all the thrills they wanted for awhile. He took them to the top of Eagle Rock, overlooking Pasadena, Calif., in search of wild honey. Eagle Rock is a thousand feet high. It was

a hard climb, and for some distance the party had to literally stick their toes in and hang on with their finger tips. It took two hours to make the trip. Once within reach of the holes in the rocks where the bees had accumulated their honey, Root paused a moment to get ready. He removed his coat, and rolled up his sleeves. Then he twisted an old newspaper in the form of a big cigar, lit it and blew the smoke into the wild bee hives. As the camera man cranked, Root thrust his hands in and dug out honey in great chunks. He cleaned the rocky hives without mishap.

Root was asked to tell how a nybody could handle bees without getting stung.

"Bees must be studied like any other creature," he said, "for they have ways all their own. They operate in colonies, and the first move is to destroy the colony spirit—break up their organization. While in that demoralized condition they can not sting. A bee does not act as an individual. She always operates in co-operation with others. If that spirit of co-operation is broken up she is helpless for the time being."

Albert Sidney Gregg.

## An Architect of Mercy

**S**OMETHING over twenty years ago a husky youth, born, raised and educated in Port Huron, Mich., and on the eve of beginning his life work as a student in the Detroit College of Medicine, at Detroit, satisfied years of youthful yearning by making a trip to New York. The metropolis dazed and bewildered him, and in an effort to find surcease from the pandemonium of the business thoroughfares, he sought restfulness along upper Fifth Avenue. Strolling past the Central Park wall he was impressed by the beauties of the park on one side and the magnificence of the buildings on the other. Finally reaching a point where a lake and a botanical garden came to the edge of the street, he paused and said to himself:

"This is the spot for me. Here is rest and quiet. Some day I'm going to live in Fifth Avenue."

This was a considerable promise for even an ambitious young man to make, but Dr. Wiley Egan Woodbury, who made the pledge, has traveled the long road from Port Huron to New York, from obscurity to prominence, and today, as one of the best-known hospital planners in the country, is overseeing the building of the most unique hospital in the world, designed in accordance with his ideas, and, by coincidence, on a plot directly opposite the spot upon which he stood when he determined to make his home in Fifth Avenue. This structure, which will be named the Fifth Avenue Hospital, will be completed by July 1, 1921, and in it Dr. Woodbury will make his home as its director.

In 1915 Dr. Woodbury became director of Hahnemann Hospital, one of the oldest

institutions of its kind in New York City. There he reorganized the work and prepared an outline of the plans for the hospital now building. While engaged in this work and as a consultant on plans for a new wing to the hospital at Rye, N. Y., this country entered the war against the Teuton allies, and Dr. Woodbury gave up his civilian pursuits and enlisted in the United States Army as a major. At first he was assigned to Camp Devens as assistant to the commanding officer, but in August, 1918, was transferred to Camp Upton, Long Island, where he took command of the hospital and supervised the construction of new buildings. Before being mustered out of service he was commissioned a lieutenant-colonel.

"The ward system," said Dr. Woodbury, "belongs to the stone age of hospital administration. I first realized this when in charge of the hospital at Manila, and a case of bubonic plague got by the admitting physician. Fortunately the patient's ailment was discovered before he was placed in a ward."

"The new Fifth Avenue Hospital will be nine stories high, built in the form of a letter X, thereby making it possible for each of the 300 rooms for the patients to be open to the light and air, and to keep the various rooms at such temperatures as we please. And each patient will have a separate room and bathroom. There will be no wards, and not even rooms with two beds. Each patient, no matter what his or her financial circumstances may be, will have absolute privacy, will not know of the suffering of others and will be so isolated that it will be practically impossible for germs to be carried from one ill person to another. Besides, one-half of the bed space will be free or nearly free."

"The hospital problem has been solved for the well-to-do. Persons with plenty of money can obtain private rooms or even private suites. For the extremely poor there are hospitals where they get treatment free of charge. But there is an in-between class who should, for their recovery's sake, have the type of hospital service now available only to the well-to-do. Our hospital will be largely for those 'in-between,' and our rates will be 'from nothing up.'"

Edwin A. Goetway.



Dr. Wiley Egan Woodbury, who is to be the director of a novel hospital in New York where people of limited means can "enjoy ill health" in much the same luxurious manner that the multi-millionaire does.



# PICTORIAL DIGEST OF THE WORLD'S NEWS



## Easy—When You Have the Nerve

WITH the good solid earth of Southern California several hundred feet below them, Clarence Bragunier (left) and Wesley May (right), the latest additions to the list of stunts, perform some modern miracles. The picture was snapped near Los Angeles, where the two daredevils have of late been daily flirting with Death. There is quite enough danger when one man performs on a plane; when two are working simultaneously the result may be easily imagined!



## Comfortable, but Not Desirable as a Home in Spite of the House Shortage

AN interior view of one of the most remarkable penal institutions in the world—the new Illinois State Penitentiary at Stateville, Illinois. The buildings are of reinforced concrete and are absolutely fireproof. The cells are so arranged that the sun shines into them for at least two hours every day, and they are provided with hot and cold water, toilets, steam heat, electric

lights, and various other luxuries. A single guard in the central observation tower in the prison ground controls the locking and lighting of the cells. The doors are controlled by hydraulic pressure. Nearly two thousand "guests" can easily be accommodated. The prison farm and the buildings are being visited by penologists from every country of the world.



## Another Famous Foreigner Inspects Us

GENERAL EMILE FAYOLLE of the French Army as the photographer caught him when he took his first step on the soil of America, to which he came in order to participate in the second annual convention of the American Legion in Cleveland. The distinguished foreigner was met by a party headed by Major-General Bullard; and every minute of his stay was filled with sightseeing trips and functions of various kinds. It was Fayolle who commanded the American and French troops that took part in the taking of Cantigny. His greatest feat, however, was closing the famous thirty-mile gap between the British and French armies in March, 1918.

# Pictorial Digest of the World's News



Hungary's New "Strong Man"

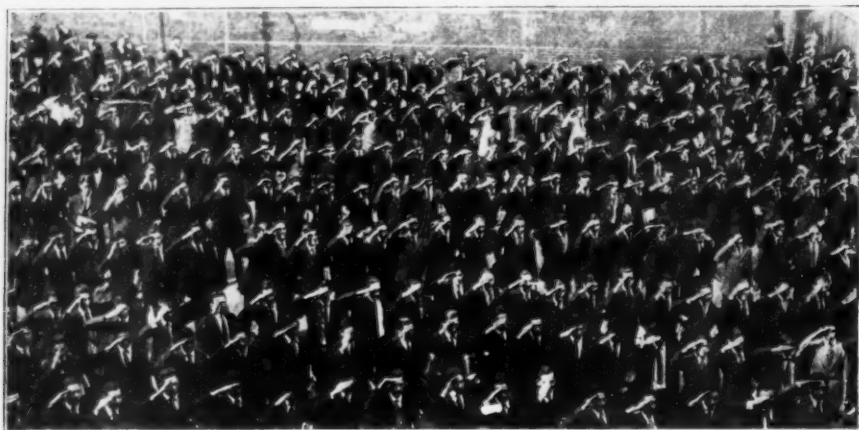
THIS is the way in which the people of Hungary greet their new ruler—Admiral Nicholas Horthy—when he visits them. The special greeter on this occasion is the Mayor of Budapest. It is said that the existent Hungarian

Government is none too democratic; also, it is predicted by many students of European politics that Hungary, whose ideals are very different from those of its neighbors, will be the focal point of the next big disturbance overseas.



Where Brick Manufacturers Are Unhappy

WHENEVER the inhabitants of the little free State of Memel, Germany, need bricks they simply visit one of the numerous nearby forts and take what they require. It will be a long time before the supply is exhausted, for the old walls are thirty feet thick.



The Military Training Idea in New York

IN New York State military training for youths between the ages of sixteen and eighteen is compulsory. Here students of the DeWitt Clinton High School, New York, are shown saluting the flag when they were enrolled on the first registration day, recently held.



The Only Woman Bank President

MRS. J. J. O'BRIEN, of Moorhaven, Florida, who is said to be the only woman bank president in the United States. Recently she attended the banking conference held in Copenhagen. She is not in any sense "mannish," but her grasp of banking problems and her executive ability give her a solid standing in the business world.



# The Camera's Record of Notable Events



*With Ecclesiastical Pomp Worthy of the Old World a Corner-Stone Is Laid in the Nation's Capital*

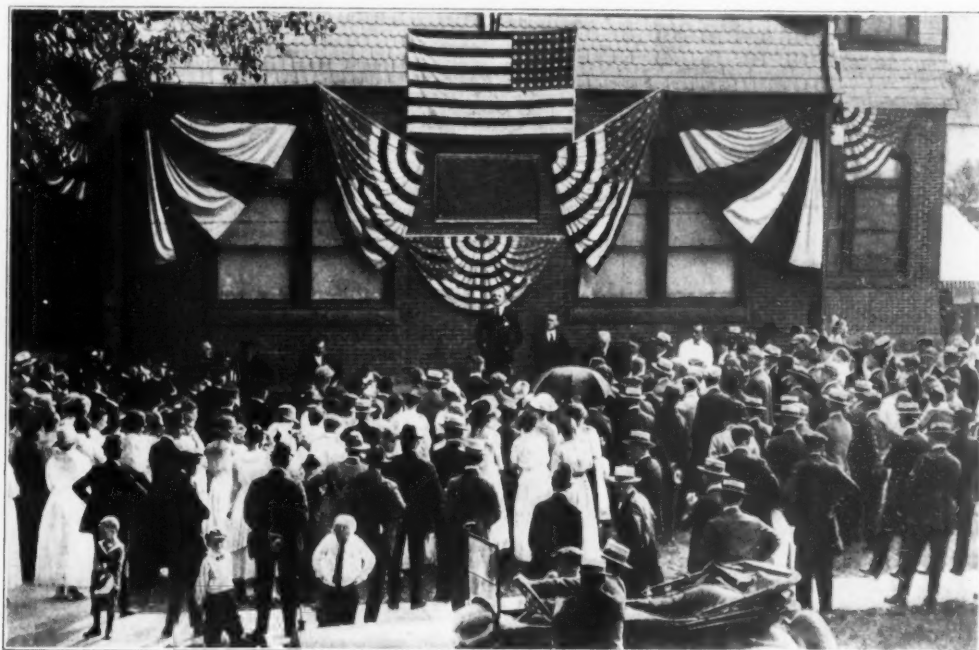
THE laying of the cornerstone of the Shrine of the Immaculate Conception, to be erected at Catholic University of America, Washington, D. C. Seated on the great dais near the center of the picture is Cardinal Gibbons, who has been Chancellor of the University since its foundation, who officiated at the elaborate ceremonies attendant upon the event. Around the Cardinal

are gathered many of the highest dignitaries of the Catholic Church in this country. The University was incorporated and received its apostolic constitution from Pope Leo XIII in 1887, and was opened for instruction two years later. Affiliated with it are several other famous colleges and it numbers among its graduates many of the men who are leaders in America today.



*A Close-Up of a Great General*

GENERAL LISTOWSKI, the famous Polish leader, as the photographer caught him recently when he wasn't looking. He is chatting with some peasants who found him walking about their tiny village where he stopped for a few minutes en route to the city of Minsk.



© KADEL & HEDRIST

*An Old Pennsylvania Town Changes Its Name*

QUENTIN, Pennsylvania, unveils a tablet in memory of Quentin Roosevelt, in honor of whom it changed its former name of Bismarck. In 1918 the citizens petitioned the proper authorities to make the change, which went into effect when the tablet was unveiled. Mrs. Roosevelt, in appre-

ciation of the honor to the family, presented the town with a magnificent silver loving-cup. The place has long been famous for the iron ore banks and furnaces clustered about it. It is interesting, in this connection, to note the fact that today there are *nine* "Bismarcks" in the United States.

# EDITORIAL

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FOR AMERICAN PROGRESS, AMERICAN IDEALS, AMERICAN SUPREMACY

## Mr. Harding Wins the People

**T**HE more the country sees and hears of Mr. Harding, the better it likes him.

There is no doubt that he feels deeply the honor and dignity which his nomination has brought to him; but he is still more profoundly conscious of the tremendous moral obligation and burden of responsibility involved in the great office to which he aspires, and to which, unless all signs fail, he will be elected by an overwhelming majority November second.

In his discussion of the great issues before the nation he has shown a sanity and sobriety of moral attitude and an intellectual grasp of the fundamental principles involved, which distinguish him even among the distinguished statesmen whose talents have added luster to our history.

Not once has he descended to personalities, nor has he failed in a single address to keep the national point of view to the front. He has been neither partisan, provincial, nor sectional. He has appealed to no class interest or prejudice. He has sought to enlist in his behalf no social or racial animosities. Without a single exception he has offered positive and constructive proposals which bear the stamp of careful thought and a penetrating analysis as rare in this campaign as it is reassuring to those who wish their country to make progress by peaceful and orderly means and methods.

Mr. Harding's address to the farmers delivered in Minnesota was a great message to the whole American people. He stressed the fact that he thought of agriculture not as a separate class interest to be exploited by the farming class in their own way and for their own welfare. He did not even promise to appoint a "real dirt farmer" as Secretary of Agriculture, if he were elected. Rather he went to the bottom of the proposition and dealt with farming as the basic industry of the country upon which all other industries and enterprises must depend.

Instead of insulting the intelligence of American farmers by trying to awaken among them a class consciousness, he showed how there has come about a great dislocation between agriculture and the other branches of industry and finance, and how this central process of unbalancing must be met by wise and far-reaching changes not only in agriculture but also in the whole economic structure of the nation.

This is what the farmers have been waiting for. They have the largest capital invested and produce the most valuable output of any branch of industry. They want adequate financial support and proper organization in the distribution of their product. They want, also, their fair proportion of the labor supply of the nation.

When Mr. Harding finished his speech to the farmers he had demonstrated his fitness to become their champion without in the slightest degree weakening his responsibilities to all other departments of the country's productive life.

**I**N speaking to a delegation of workingmen, Mr. Harding was equally happy and convincing.

He did not flatter them nor gorge them with vote-getting flapdoodle. He did not weep over them as "downtrodden wage slaves," nor take a fall out of "the sinister forces of capitalism" for their benefit. He did not even mention the matter of "bayonets" which, on the authority of Mr. Cox, are to come into fashion in the event of a Republican victory.

It will be remembered that Mr. Gompers and his inner circle of able advisers shortly after the two party conventions retired into the silence and came back with a revelation to the effect that organized labor must elect Mr. Cox at all costs. Mr. Harding, his party, his platform and all his works were weighed in the balance and found wanting. But alas! "the best laid schemes o' mice and men gang aft agley" and Mr. Harding in a single speech drew the teeth of the Gompers manifesto by the simple expedient of addressing the workingmen as American citizens who share with the rest of us responsibility for helping to advance the well-being of the commonwealth.

When a delegation representing various foreign-born groups went to Marion they heard from Mr. Harding an address which for tact, good sense and courage, was a classic. It was the utterance of a real human being alive with genuine human sympathy and at the same time uncompromising in adherence to fundamental Americanism.

Throughout the whole address Mr. Harding recognized and commended the human feeling which all normal men must feel towards the land of their birth. But he insisted that every resident of America must give his first allegiance and first thought and service to the land of his adoption.

No one could have heard that speech without becoming a broader-minded man and a more enthusiastic American.

Judging from these and other public statements of his views upon pressing public questions, the American nation has come to believe that Warren G. Harding will be the President of all the people and not the mere leader of a political party or an economic school. They do not expect him to usher in the millennium or to perform miracles. But they have every confidence that he will strive to heal the wounds of the world by American methods; that he will reconcile warring interests and classes in his own country by lifting their thought to a higher unity of national loyalty, and above all, he will chart his way, and the way of his countrymen, by those principles and ideals which have made America great and prosperous.

## Lizzie Leads the Way

**M**R. FORD simply can not help being patriotic and unselfish. In lowering the price of his various products to a pre-war basis he admits that he will incur some temporary loss. But, as he says: "The war is over and it is time war prices were over."

This sudden announcement will work hardship in many industries which can not do as Mr. Ford has done. Whether it will help or hinder in the general lowering of the price level remains to be seen. One thing is certain, it won't tend to cut down the sale of Ford cars.

And just here is as good a place as any to say that, regardless of the academic question as to whether a Ford is an automobile or merely a mode of conveyance, Henry Ford is one of the wonders of America. His annual income is larger than the income of our Federal Government a few years ago. And he has reached this pre-eminence by making a commodity that the people wanted. He made no big consolidations of rival companies. He required no special legislation. He did not monopolize any natural resource. He made little Lizzie popular and she made him rich.

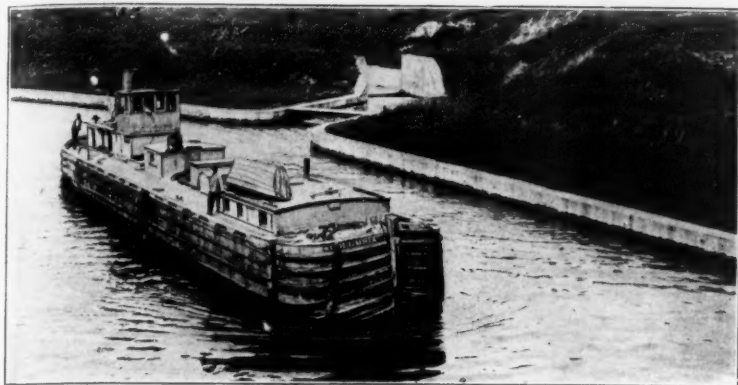


Drawn by W. A. ROGERS

**Shoot!**  
Now for the new knockout movie feature



# The Canal Boat's Part in American Transportation



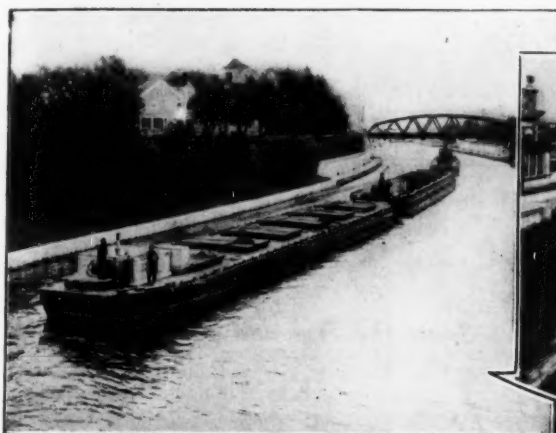
**The Canal Boat Is Dead! Long Live the Canal Barge!**

The old wooden boat, of which this is a type, has not sufficient cargo capacity to compete commercially with the broad-beamed steel barge, pictured below.



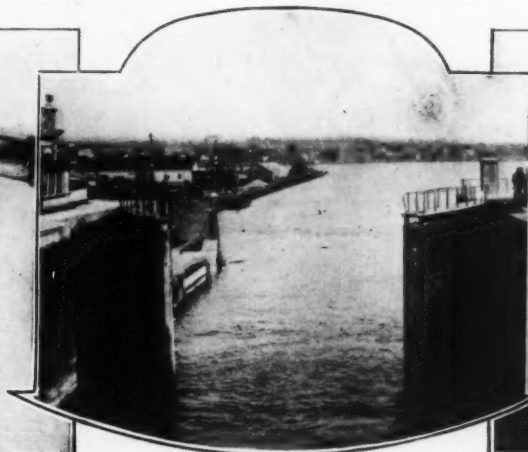
**Canals Showed the Way; the Railways Followed**

In 1825, when the Erie Canal was opened by DeWitt Clinton, H. P. meant horse-power in a very literal sense. It still does—on the Morris and Essex.



**On the New York Barge Canal**

The modern 650-ton steel barge is every inch utility. The vagabond picturesqueness of the old canal boat is missing, but cargo space is a much greater essential.



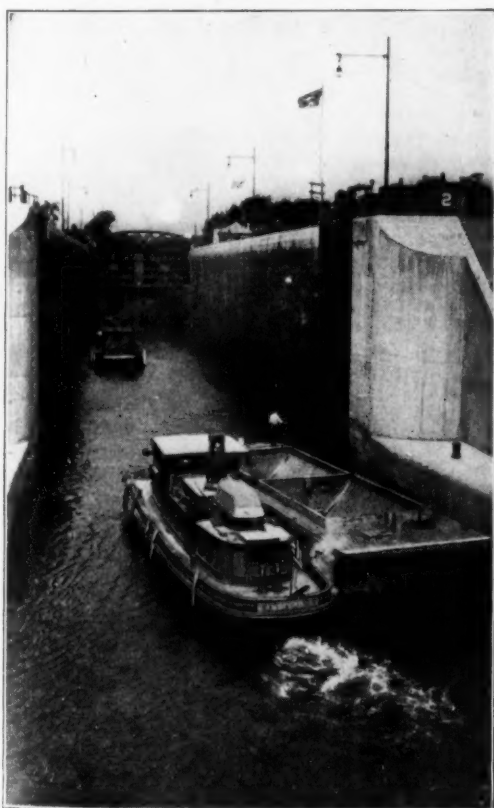
**The Ship Canal at Duluth**

East from Duluth, through the Great Lakes, the "Soo" and Welland Canals, traffic is moved in colossal volumes.



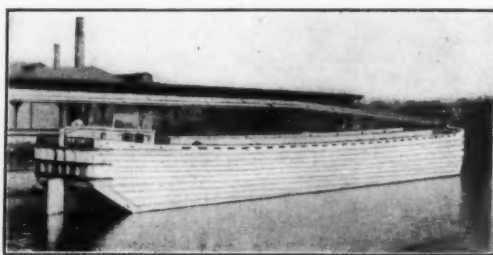
**The Canal That Dodges Niagara**

The new Welland Canal, between Lakes Erie and Ontario, will open the entire chain of the Great Lakes to commerce. It will prove equal to all Lake tonnage.

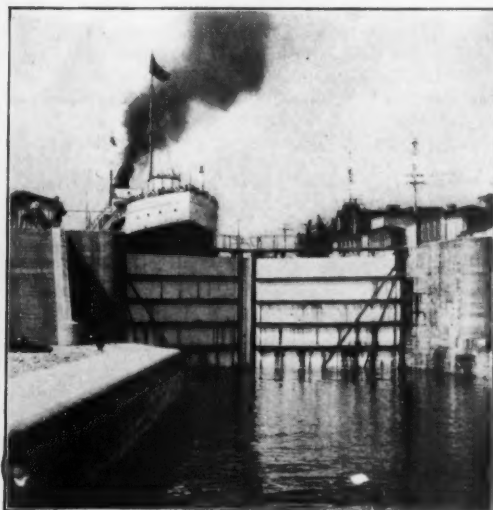


**A Modern Canal Lock**

View at the eastern terminus of the New York State Barge Canal, Waterford. There is here a series of five locks, with a total lift of 169 feet. The Barge Canal's cost was \$150,000,000.



**Type of Ore Transport, Capacity 1,000 Tons**



**The Great Lakes Highway**

Through the "Soo" Canal, the two lakes, Superior and Huron, passes commerce to the stupendous total of 90,000,000 tons per year; more tonnage, it is said, than goes in and out of the world's greatest seaport.



**Giving the Atlantic the Slip**

The Cape Cod Canal, by opening a short cut into Massachusetts Bay, makes possible a barge route from the Great Lakes to the New England coast without direct exposure to ocean dangers.



Dr. Charles Aubrey Eaton  
Editor of Leslie's Weekly

## Dr. Eaton's Page

### "Men Are Square"

**I**F you were to go to one of the great industrial plants of Cleveland, you would find in the very heart of the noise and grime an artist's studio. Ask any of the men for Mr. Gerritt Beneker, the artist, and he would probably tell you he didn't know him. But if you asked where you could find "Ben," you would be directed at once, and in addition would hear a short but fervent commendation of the man who is the personal friend of every worker in the concern from the president down to the youngest office boy.

When the war began Gerritt Beneker was a young artist working away at his profession in Provincetown, Massachusetts, which is the happy hunting ground of his craft. This particular artist was something more than a rising member of one of the aesthetic professions. He was a big-hearted, brainy, American man who conceived of his art not simply as an end in itself, but rather as a great organ of human expression and human service.

Wandering about the beautiful sand dunes of Cape Cod he dreamed of some day becoming a real helper in the making of a greater and better America. He thought of using his ability to paint as the means of conveying a message of truth to his fellows. For, in his philosophy of life the good, the beautiful, and the true formed an inseparable trinity. Unlike many of his cult he included in the purview of his art all the real interests of daily life and he found poetry and truth as much in the sweaty toil of a workingman or the humdrum duties of a fisherman's family, as in the flaming splendors of a sunset, or the dark and terrible energy of a storm at sea.

As Mr. Beneker worked and waited and pondered these things in his heart, the war broke over the world, and he saw, at once, his long-coveted opportunity for national service. He placed himself and his art at the disposal of the Government and, before long, his posters were covering the country with their vital, challenging message of patriotism, honor and brotherhood.

Every one remembers a remarkable poster which helped to put across the Liberty Loan campaigns. It is the figure of an American workingman, clean-cut, powerful, crammed with vital force, who stands with one hand reaching to the pocket of his overalls, and saying with more eloquence than is often achieved in longer speeches, "Sure, we'll do it."

This and other products of Mr. Beneker's genius attracted the attention of the Hydraulic Steel Company of Cleveland, and when the war was over Mr. Beneker was made a member of that great industrial institute, with a studio in the works, and a blanket commission to use his art in the development of human relationships in industry.

One of the most striking of Mr. Beneker's productions is a poster of heroic size entitled "Men Are Square." One of the workers sat or rather stood for the portrait—a big, brawny, square-shouldered, iron-muscled he-man, with plenty of iron in his blood; square and straight in mind and heart to match his body. This is the central principle in Beneker's creed—"Men Are Square." Give them a chance, teach them the truth, call out the real manhood that lies beneath the surface in their souls and they will do right because it is right without pressure of force or bribery of unearned rewards.

It is generally supposed that men employed in steel

mills are not overly strong on art. They are not, it must be admitted, greatly drawn to the fluffy-duffy flutters and splashes of color and design which often masquerade as art, without meaning and absolutely without any trace of moral content. But to the art which is robust and human, in which the tragic truth of human greatness and weakness and of eternal law stands incarnate, the worker responds with a surprising sympathy and understanding. Untutored by schooling he offers instinctive homage to Reality and opens wide the doorway of his mind to a message which really "finds him."

The experiment (if one may so describe an undertaking which had proven itself to be of great and permanent value) of making art a part of the daily life of an industrial organization is worth the study of those who are eager to see America solve her social problems without undue cost.

**I**T is one more sign that we are waking up to the fact that a purely materialistic society cannot endure. It contains within itself the causes of its own decay. Men act from motives. The higher the motive the better the act and the better the man. And it is a truism to say that there cannot be a good society except it be composed of good men.

The quality of this thing we call the man is determined by its relationship. If he is boxed up like an animal in a cage by a materialistic conception of life he shrivels and dies. If his mind is broadened by knowledge he becomes a bigger man. And if his moral nature relates itself to the eternal realities of worship and art and righteousness he reaches or approximates the possibilities of his being.

Beneker with his artist's soul and artist's message there among the roaring machines of the steel works means that Industry is beginning to achieve a soul. He and his work are symbols of the new age which is being born out of the travail of the present time. It will not come today or tomorrow, but it *will* come and when it does come it will be marked by one great change. All the finer things of life will have become servants of men in their everyday duties, temptations and tasks.

Art will no longer haunt the clouds as something too ethereal for contact with the sweat and strife of men who toil. Learning will include wisdom as well as knowledge and will be hitched to the common tasks of common men.

### The Shadowland of the Soul

**A** MAN is a baffling complex. He is not a body. He has a body. Back of all his daily activities stands the man himself, a mysterious spiritual unity that for want of a better name we call the Ego, but of which little is known. Here in this shadowland of the soul the man fights out his life struggle and builds his own destiny.

Religion will lay aside its grave clothes of convention, tradition, and sectarianism and will clothe itself with the garments of everyday experience, so that work will become a worship and service a sacrament.

Seen through the murk of materialistic strife this may seem to be a long way off, but when the winds of God are blowing, the mists that obscure and distort the near-by mountains are soon swept away, and it may be that we are nearer the dawn of the new day than we think.

### Spare the Tree and Pluck the Apple

**T**HE Rochester Gas and Electric Corporation is asking for an increase in rates. It bases its claim upon the advance in its costs of production. The figures are striking, and would be startling except for the fact that they are common to all industries.

The cost of labor to the Rochester Company doubled between 1916 and 1920. The cost of oil almost trebled; fuel jumped from \$133,000 in 1916 to \$864,000 in 1920.

These conditions are common to every public utility. When costs go up in a private business, prices can be raised to meet them. But a public utility operating under a charter is at the mercy of public opinion—and public opinion has been trained to think of all public services as legalized oppressors fattening upon the communities in which they operate.

Give the public service companies a square deal. If there are bad ones among them, put them out of business. But do not chop down the tree to get rid of a bad apple or two.

### The New Aladdin's Lamp

**T**HE British coal miners, it is to be hoped, are better producers than they are economists.

Their demand for a larger increase in pay and a proportionate decrease in the price of coal to the British consumer, look like a rash flying in the face of arithmetic. The ancient game of trying to beat the multiplication table seems to be coming into new popularity since the war, but there is every reason to believe that two and two will persist in making four.

The miners propose to meet the deficit created by their new demands by having the government divert to this purpose the millions now raised by taxes upon coal shipped out of the country for foreign consumption.

Unless the government is now throwing these millions away they cannot divert them without raising an equal amount by some other form of taxation.

To this the miners reply, "Let the government quit its meddling in Asia and elsewhere, and it won't need so much money."

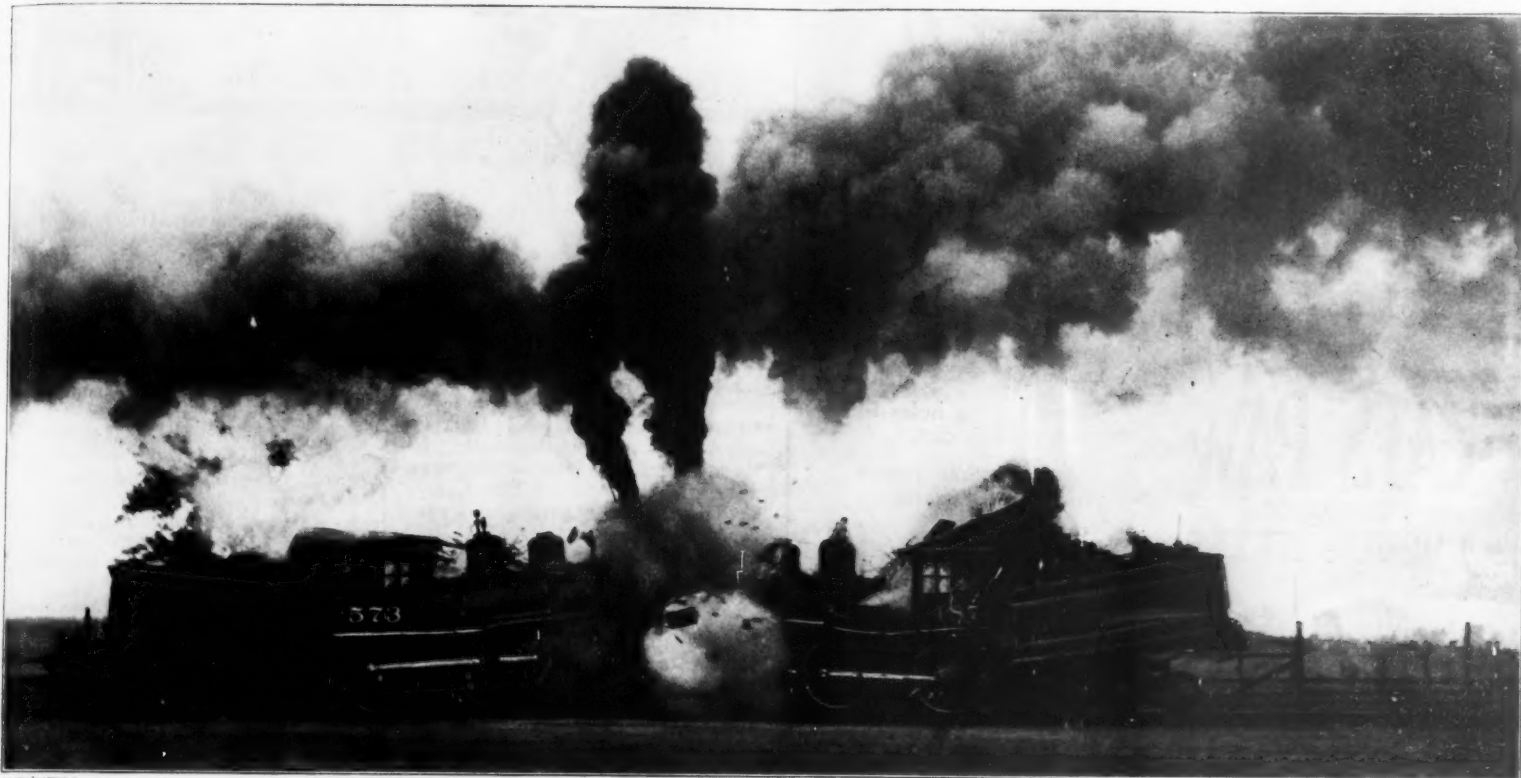
The logic of all this is that if England will throw away her empire, which is the vehicle of her world-wide commerce, and withdraw like a glorified clam within her own boundaries, she will have money enough to make everybody rich, especially her patriotic miners.

These miners must have been digging something out of the earth besides coal, for they seem to have discovered how to go up and down at the same time; to get more by taking in less; to become rich by an increase of poverty.

At this distance it looks as if these Englishmen are trying to Russianize their own country for the profit of a class, which means that they are poor workers, worse economists, and unworthy citizens.



# Earthwide Disturbances and a Local Shock



*Mighty Monsters, Who Know no Mercy, Meet in a Death Struggle*

**PLUNGING** madly along at a speed of fully forty-eight miles an hour these steel giants crashed headlong into each other near St. Paul, Minnesota, recently. The smashup was witnessed by thirty thousand people, visitors to the

Minnesota State Fair, for whose benefit the thriller was specially staged. The spectators were as safe as if they had been at home; needless to add, the engineers jumped to safety before the finale. Forty thousand dollars went up into smoke.



*The Sore Spots on Poor Old Mother Earth*

**N**EARLY two years have elapsed since the Armistice was signed and the world hailed the advent of Peace. Realizing this fact His Satanic Majesty must receive a real thrill when he glances over this illuminating map and sees how the nations of the earth are showing their "love" for each other. Today the following wars and revolutions are in progress: (1) United States vs. Germany; (2) United States vs. Austria-Hungary; (3) Mexico's internal troubles; (4) trouble between Chile and Peru; (5) internal trouble in Bolivia; (6) Spain vs. the Moors; (7) Greece vs.

Turkish Nationalists; (8) Greece vs. Albania; (9) Serbia vs. Albania; (10) Civil War in Ireland; (11) Hungary vs. Rumania; (12) Lithuania vs. Poland; (13) Poland vs. Soviet Russia; (14) Wrangel vs. Soviet Russia; (15) Turkey vs. Armenia; (16) Soviet Russia vs. Georgia; (17) Soviet Russia vs. Persia; (18) England vs. Turkish Nationalists and Arabs in Mesopotamia; (19) France vs. Turkish Nationalists and Arabs in Syria; (20) Revolutionary movement in Egypt; (21) Civil War in China; (22) Korean revolt against Japan; (23) Soviet Russia vs. Japan.

# Do You Know

The name is easy to remember

**CAT'S PAW**  
CUSHION  
RUBBER HEELS



The Foster Friction Plug prevents slipping

That your repair man has a splendid rubber heel that is wonderfully durable?

Just ask him to put a pair of Cat's Paw Rubber Heels on your shoes—you'll be surprised to find how long they wear.

There are no holes to track mud or dirt.

There's another reason you should insist on Cat's Paws—

And makes them wear longer than the ordinary kind.

They prevent marring the polished floors with unsightly heel marks.

Be sure you get Cat's Paws—black, white or tan—for men, women and children.

**FOSTER RUBBER CO.**  
105 Federal Street, Boston, Mass.

Originators and Patentees of the Foster Friction Plug which prevents slipping

## IVER JOHNSON REVOLVER



Are You Prepared to Meet Prowlers?

"I was returning home late one night and fortunately had an Iver Johnson revolver in my hip pocket. Reaching home I discovered a pair of prowlers attempting to slip out the back way. I gave chase through an alley for two blocks, overhauling one of them, and from that one I learned the name of the other one, whom I interviewed the following day."

—C. A. HUTSINPILLAR, IRONTON, OHIO

The Iver Johnson is always dependable. And it can't go off by accident. Drop it, thump it, or "Hammer the Hammer."

Choice of three grips: Regular, Perfect Rubber, Western Walnut.

Three Booklets, One or All Free on Request

"A"—Firearms "B"—Bicycles "C"—Motorcycles

**IVER JOHNSON'S ARMS & CYCLE WORKS**

293 River Street, Fitchburg, Mass.  
99 Chambers St., New York 717 Market St., San Francisco.



Iver Johnson Single and Double Barrel Shotguns combine accuracy and dependability and are moderately priced.

Iver Johnson Bicycles are world-famous for easy riding, strength and durability. Models and prices to suit everyone.



### THE AMUSED MIDDLE CLASS

THE thing that surprised Italian employers, the factory-owners whose plants were seized by the workers, was "the indifference of the Middle Classes" to the outcome of the revolt. Said a despatch from the hotbed of trouble: "They go about their work and amusements, especially their amusements, as if nothing unusual was happening."

Especially their amusements! We believe it. When the walls of Jericho were tottering to the blasts of Joshua's field music, it is a good bet that most of Jericho's Middle Class were at the movies. Sodom and Gomorrah's Middle Class, we venture to say, never knew what it was all about until it was all over. The Middle Class seldom does. Social or economic upheavals may be under way—as is the case in Italy—but the Middle Class simply "reads the headlines" and turns to Mutt and Jeff, or Nell Brinkley. Nobody so surprised as the Middle Class when the big bang comes; nobody so quick to offer the helpful first-aid that "it's an outrage, and something ought to be done about it;" nobody more certain to suffer the consequences; yet nobody so blandly indifferent to flashes and rumblings, all the while the storm is brewing.

To the Middle Class (we are of the Middle Class, lest there be any misunderstanding) the world-wide clash of Capital and Labor is a staged spectacle, to be looked at or left alone, according to whether there are any other good shows in town. The grain, we presume, was mildly diverted by the rough and tumble bout between the upper and the nether millstones. Doubtless, it "went about its amusements"—for a time. We repeat—for a time.

Maine had a full of snow on the last day of Sammer. It may have been induced by the Democratic frost on Primary Day.

WORD has gone out that plays built upon the War, the War, no longer find a ready market; that the public is "fed up." Can this be? For forty years after the close of the Civil War, the Civil War play, with its southern maid and her Yankee lover (whom she loathed in Act I) its ole marse and its limping negro, too faithful (or too lame) to leave the plantation, held the stage with perennial freshness, and no signs of weariness upon the part of the audience. In the movies, here and there, it still holds on, Spanish moss and grey goatees bedecking the "location." But after two scant years—two—the World War is taboo. Why? Perhaps it is too much to expect of a French girl that she shall have a lover in the German army. That may be it. Civil War plays at least had plausible plots.

### ECONOMICS

Supply, demand—they make me swear: And laws of trade, I loathe 'em! The less of clothes our women wear The more it costs to clothe 'em!

### MAN, THIS IS FOR YOU!

EVERY so often—there has been some activity lately—delvers into the wild places of this world return and tell tales of savage peoples, their manners, customs and various etceteras. In most of these accounts, there appears basic evidence

that folks are folks the world over; that savagery sometimes resembles civilization to a surprising degree. Almost any week we expect to read of some returned African explorer who reports having heard this dialogue between a Congo wife and her ebony lord and master:

"Yes, but don't you like it, dear?"  
"Oh, of course I like it, but that isn't the point. The point is that I had to suggest it myself. It would have meant a lot to me had it represented any real thoughtfulness and observation on your part. No woman likes to have to tell a man what to get her. I should think you might have seen for yourself long ago that I needed a new nose-ring; that my old one was shabby and a sight. The new one is beautiful, and it fits perfectly, but I should think you could understand that I'd appreciate it a whole lot more if—"

But you get the idea, don't you, man? And don't you think it's likely?

More and more of Abraham Lincoln is going into American drama. Some day, perhaps, some one will hit upon the novel idea of putting a little of him into American politics.

### THE FORMERLY BUSY BEE

HOW doth the erstwhile busy bee Improve each shining hour? How doth he? Watch him on his way From flower on to flower.

He lights his pipe, surveys the job, Then leisurely he dips Within a lily's waxen cup, Where leisurely he sips.

His aim is not to do too much; No "piece work," no squire! And though he stalls the livelong day, He has a "helper" bee.

The "helper" bees buzz back for tools The honey bees forget. (It all goes in the bill as "time" On rose or violet.)

A thirty hour week, a scale— It is as you surmised, (For doubtless you have guessed the truth) The bees have "organized."

### HOUSES TO LET

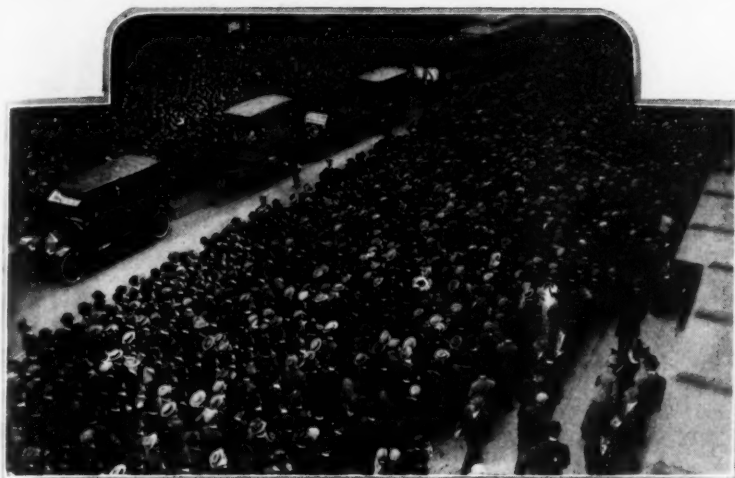
(Newspaper advertisements indicative of the acute Home Shortage.)

TO LET to small family, Chicken House, almost new. One large, airy living-room with loft. Outdoor sleeping perch. Will redecorate to suit tenant. Rent \$100. Address Leghorn.

TO LET for light housekeeping, spacious dog-kennel, newly painted, formerly the home of a St. Bernard. High ceiling. Pleasant, sunny location. Tenant may have use of backyard. Rent \$125. Call back door 123 Whooof street.

The authorities describe the overcrowding of humans into tenements, the "doubling-up" of families so as to meet rent costs, as a grave menace to the health of the community. Some day, it is possible, the health of humans will be as important a consideration as the health of livestock. The S. P. C. A., for example, will tell you that there are rules to prevent the overcrowding of cattle, sheep or hogs in transit. Maybe it's because a dead steer or a dead hog is a loss to be measured in money.





Watching the scoreboard in New York. The easiest way to entice a real "fan" from such a scene would be to tie a strong chain about his body and haul him off with a tractor. From coast to coast the millions of baseball enthusiasts are the same—which means that the grand finale of the baseball season—the World's Series—is the big business end of sport.

## World's Series the "Big Business" of American Sport

By EDWIN A. GOEWEY

*"Ho, victors, sound the war note;  
Triumvirs, clear the way;  
The great barbarian ball teams  
Will play in Rome today."*

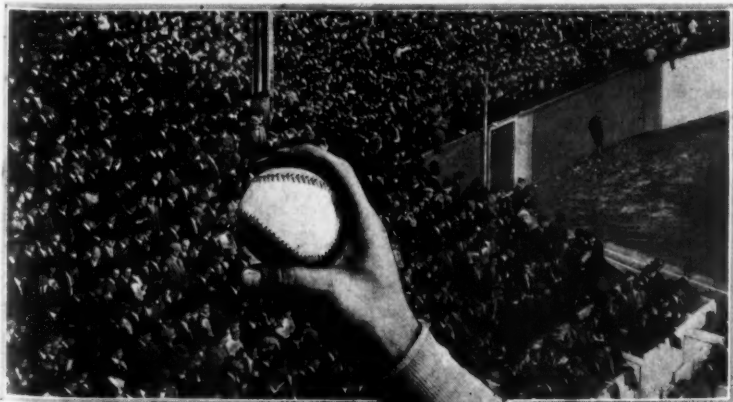
THE annual world's series, classic of American pastimes, can with propriety be styled the "big business" end of sport.

Baseball, the national game of the United States these many, many years, has a following outranking that of any other sport, and enjoys a popularity which extends to most civilized countries. Considering that all of Uncle Sam's boys—aye, and many of his daughters—obtain a considerable part of their athletic training while cavorting upon the green diamonds and that, even though they may not play in later years, they follow its fortunes season in and season out as faithful fans, 'tis small wonder it has become a national institution, one which makes most other lines of sport puny by comparison. And the annual classic, the momentous event which determines for a twelvemonth the team without a peer, never fails to focus public attention throughout the playing of the series to the exclusion of most other happenings. If you doubt this, ask the campaigners who today, and in the years ago, have nursed Presidential booms through the late summer and early fall, and they will tell you frankly that they are unable to center public attention upon things political until after the baseball world's series is out of the way.

But of the millions who follow the annual event in the newspapers or before the scoreboards, or the hundreds of thousands who actually witness the actual play, but comparatively few, except those who are in intimate touch with the business side of the series, realize how gigantic is the task of preparing for the playing of the games and the handling of the crowds; they have no conception of what is done by the press of the country to place the stories of the contests before the readers fully and promptly.

Years of experience have caused the adoption by the newspapers and news associations of a general scheme for "covering" the world's series, but with larger grounds and ever increasing crowds, each succeeding year presents new problems; these must be noted and discounted well in advance. The games, as a rule, extend through but a week or ten days, but into that brief space of time must be crowded more quick, definite action than is called for in an entire Presidential campaign. Every person connected with the playing of the games, or in disseminating the news bearing upon them, must be on his toes practically day and night before, during, and for a brief time after the series.

Last year, when it was necessary to play eight matches before the Cincinnati Reds, champions of the National League, demonstrated that they were the baseball masters of the Chicago White Sox, pennant-winners in the American organization, all attendance records, except those of 1912,



One small, muscular hand (massaged daily, always insured for a king's ransom, and as precious as the hands of a great pianist), and

some of the thousands who gather around it during the championship games.



## It Greet's Millions Every Morning—Bubbled Wheat

Do you realize how children now revel in Puffed Grains, which a few years ago were unknown?

Millions now enjoy them, morning, noon and night. And think what a change they've wrought.

Now they eat whole wheat as never before, because it comes as bubbles, airy, crisp and toasted, eight times normal size.

They mix Puffed Rice and Puffed Corn with their fruits. They use them in candy making or as garnish on ice cream. They douse them with melted butter for any hungry-hour delight.

### But they are foods—not tidbits

The flimsy texture and the nut-like taste make Puffed Grains see... confections. Let them seem so, for foods should be enticing.

But Puffed Wheat and Puffed Rice, remember, are simply whole grains exploded. They are made by Prof. Anderson's process. Every food cell is blasted for easy, complete digestion.

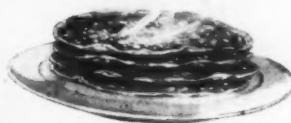
They supply whole-grain nutrition in the best forms known. Let them supplant the lesser grain foods in every way you can.

### Puffed Wheat

### Puffed Rice

### Puffed Corn

Also Puffed Rice  
Pancake Flour



### The new pancakes

Now we mix ground Puffed Rice in a perfect pancake flour. The Puffed Rice flour makes the pancake fluffy and it gives a nut-like taste. You never knew pancakes half so delicious. Ask for Puffed Rice Pancake Flour. It is self-raising so you simply add milk or water.



### The supper way

For luncheon, supper or at bedtime float in bowls of milk. Then you have a supreme food fitted to easily digest.

The airy morsels, flaky, flavory and crisp, seem almost too good to eat. But think what an ideal dish you get from steam-exploded whole wheat in a bowl of milk.

**The Quaker Oats Company**

Sole Makers

3448

# W.L. Douglas

THE SHOE THAT HOLDS ITS SHAPE

**\$7.00 \$8.00 \$9.00 & \$10.00 SHOES**

**FOR MEN AND WOMEN**

**YOU CAN SAVE MONEY BY WEARING W. L. DOUGLAS SHOES**



The best known shoes in the world. They are sold in 107 W. L. Douglas stores, direct from the factory to you at only one profit, which guarantees to you the best shoes that can be produced, at the lowest possible cost. W. L. Douglas name and the retail price are stamped on the bottom of all shoes before they leave the factory, which is your protection against unreasonable profits.

W. L. Douglas \$9.00 and \$10.00 shoes are absolutely the best shoe values for the money in this country. They are made of the best and finest leathers that money can buy. They combine quality, style, workmanship and wearing qualities equal to other makes selling at higher prices. They are the leaders in the fashion centers of America. The stamped price is W. L. Douglas personal guarantee that the shoes are always worth the price paid for them. The prices are the same everywhere; they cost no more in San Francisco than they do in New York.

W. L. Douglas shoes are made by the highest paid, skilled shoemakers, under the direction and supervision of experienced men, all working with an honest determination to make the best shoes for the price that money can buy.

W. L. Douglas shoes are for sale by over 9000 shoe dealers besides our own stores. If your local dealer cannot supply you, take no other make. Order direct from factory. Send for booklet telling how to order shoes by mail, postage free.

**CAUTION.—Insist upon having W.L. Douglas shoes. The name and price is plainly stamped on the sole. Be careful to see that it has not been changed or mutilated.**

President  
W.L. Douglas Shoe Co.,  
151 Spark Street,  
Brockton, Mass.



"Daddy will be back soon now, Peggy dear, with some nice

## KEMP'S BALSAM



Then you can go to sleep and forget that horrid cold cough."

But why not save poor old dad the night trip to the drug store next time by having an extra bottle of Kemp's Balsam in the house all ready for big and little coughs alike.

Get a bottle now.  
Le Roy, N. Y.

## Girls! Girls!! Save Your Hair With Cuticura

Soap and Ointment to clear Dandruff and Itching, etc. each. Samples free of Cuticura, Dept. 7, Malden, Mass.

**Free Book**  
Containing complete story of the origin and history of that wonderful instrument—the

**SAXOPHONE**

This Book tells you when to use Saxophone—singly, in quartettes, in sextettes or in band; how to transpose cello parts and things you would like to know. Unrivalled for home entertainment, school, church and lodge. In big demand for orchestra dances music. Most beautiful tone of all wind instruments. You can learn to

**PLAY THE SCALE IN ONE EVENING**

with the free chart we send you, and in a few weeks you will be playing popular airs. Practice is a pleasure because of quick results. Send for copy of book.

**THE FAMOUS**

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and all financial records were eclipsed. According to the official figures the actual paid attendance at all of the games was 236,928, while those who used passes, including newspaper men, photographers, officials, ushers, musicians, would add thousands to that total.

The official receipts, excluding all taxes, were \$722,414. Of this the players on the contesting teams received \$195,000, the remainder being distributed among the second and third place teams in the two major leagues, the Cincinnati and Chicago club organizations, the National and American League treasuries and the National Commission.

There can be no disputing the point that it was a "man's" job to take in and divide that \$722,414, and a small army of ticket-sellers, collectors, cashiers, book-keepers and watchman were necessary for the task. Because of the habit acquired in the war period, we are accustomed to talk lightly of millions in money; but getting together, upon short notice, a corps of men to handle three-quarters of a million is one task, while successfully keeping track of and dividing this fund with a temporary force is another, and every year, in addition to attending to the finances, each of the contesting clubs must see that all of the seats at the parks are properly tagged, so that they can be reserved, extra seats must be erected at the grounds, ushers provided and special series tickets printed and distributed. Also special arrangements must be made for the traveling and hotel accommodations for the two star teams, trainers, officials and special guests.

Each season, as soon as any team appears to stand a pretty fair chance of winning a pennant, even though the matter is a long way from being definitely settled, the fans begin sending in applications for reserved seats for one or more of the series games, checks in payment very often being inclosed, the "early bird" policy being one for which the rooters are strong. The manner in which several teams in each of the major leagues were bunched in the fight for first place honors as the end of the season drew near this year is evidence that more than the usual number of advance applications came in in September. For a time the regular office forces can care for the early-seat requests, but the instant one or both of the big contenders clinch their positions, the stream of applications turns into a deluge. This requires an augmented staff of clerks to file letters and telegrams, keep track of the money and checks received and fill orders when the tickets are printed. Tickets also must be shipped to the major-league officials and team-owners, the players, etc., and an effort made to keep the choicest seats out of the hands of the speculators. The latter effort never is more than partly successful.

"Covering" the world's series for the daily press and carrying out the arrangements for distributing the news, not only throughout the length and breadth of America, but also to most foreign countries is a gigantic task. In fact, the undertaking, with its innumerable ramifications, constitutes a labor of colossal proportions and could not be carried out successfully in the allotted limited time were it not that all of the workers engaged are men of experience and letter-perfect in their duties.

To picture mentally some of the vast detail involved, first take the list of the cities in which are located the major league clubs. There are eleven of these—New York, Chicago, Philadelphia, Boston and St. Louis have two teams each, one in the National and one in the American League, while Brooklyn, Cincinnati and Pittsburgh have one representative each in the National organization, and Cleveland, Detroit and Washington have a single entry each in the American. In all of these cities there are newspapers and news

(Continued on page 497)

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STATEMENT OF THE OWNERSHIP, MANAGEMENT, ETC., REQUIRED BY THE ACT OF CONGRESS OF AUGUST 24TH, 1912.

OF.....LESLIE'S.....published.....WEEKLY

at NEW YORK, N. Y., for ..October 1st, 1920.

State of NEW YORK  
County of NEW YORK ) ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared James N. Young, who, having been duly sworn according to law, depose and says that he is the managing Editor of LESLIE'S and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24th, 1912, embodied in section 443, Postal Laws and Regulations, to wit: 1. That the names and addresses of the publisher, editor, managing editor, and business manager, are: Publisher, Leslie-Judge Co., 225-5th Ave., New York, N. Y.; Editor, Charles Aubrey Eaton, 225-5th Ave., New York, N. Y.; Man. Ed., James N. Young, 225-5th Ave., New York, N. Y.; Bus. Man., None. 2. That the owner is, and stockholders owning or holding 1 per cent or more of total amount of stock are: Owner, Leslie-Judge Co., 225-5th Ave., New York, N. Y. Stockholders, John A. Schleicher, 710 Madison Ave., Albany, N. Y.; Anthony N. Brady Estate, 80 Broadway, New York, N. Y.; Editor, Charles Aubrey Eaton, 225-5th Ave., New York, N. Y.; Man. Ed., James N. Young, 225-5th Ave., New York, N. Y.; Bus. Man., None. 3. That the names and addresses of the publisher, editor, managing editor, and business manager, are: Publisher, Leslie-Judge Co., 225-5th Ave., New York, N. Y.; Editor, Charles Aubrey Eaton, 225-5th Ave., New York, N. Y.; Man. Ed., James N. Young, 225-5th Ave., New York, N. Y.; Bus. Man., None. 4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person, association or corporation for whom such trustee is acting, or given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him. James N. Young, Signature of the Managing Editor, Sworn to and subscribed before me this 17th day of September, 1920. E. Rollins, Notary Public, Queens County, No. 962. Certificate filed in New York County No. 173, New York County Register's No. 1254, Commission Expires March 30th, 1921.





**I**N Spain there was lately a strong fight against a needed rise in railroad rates. But then Spain is a sort of backward country.

Coolidge declares that Cox has been playing "ward politics." The courtesy of candidacy forbade saying "psychopathic ward."

Though the horse may be rapidly becoming obsolescent, he is still being given an occasional show at various points in this country.

A trade paper headlines an excellent article, "Steel Firm." It usually is, but do the paper's readers need to be told that elementary fact?

Is there, after all, something in a name? Party managers in Illinois and New York opine that a Thompson is apt to be a political disturber.

The defeat of Senator Wadsworth in the Republican primary was so overwhelming

that only a stern sense of duty impels him to run again for his high office.

By holding manufacturers to strict accountability for the sale of stills, the Government's aridity department has acted in restraint of profitable trade.

President Wilson contributed \$500 to his party's campaign fund. Thus the Democratic "attempt to buy the Presidency" was auspiciously inaugurated.

Medical officers of the insurance companies predict that the "dry era" will promote longevity. Anyhow, to many thirsty souls life already seems longer.

President-elect Obregon, chief promoter of the new venture in government in Mexico, has issued a prospectus which makes attractive promises of what the concern will do, and he apparently hopes that Americans will take much stock in his statements.

Let the people think and smile!

## World's Series the "Big Business" of American Sport

(Continued from page 496)

agencies which require reports of each game telegraphed directly from the field and more detailed reports prepared by the staff correspondents after the contests are concluded. Of course the evening newspapers must be kept in touch at all times that play is in progress with each happening upon the diamond, for every edition must carry both a detailed and a running story right up to the time it goes to press. The morning press also must maintain a direct wire service for the bulletin boards, even if these papers do wait for their full stories of the games until after play is completed each day, when their representatives will carefully prepare and telegraph their yarns, brimful of gossip, analysis and prognostication. The evening newspaper correspondents cannot give much attention to "garnishing" their tales while the games are in progress, for their stories must be speeded along, play by play, and amidst a pandemonium which compels concentration upon the "mechanics" of what is taking place upon the diamond.

It is safe to estimate that for each of the larger dailies fully two dozen men will be employed directly upon the world's series games, some at the field of conflict and the remainder in the offices, editing or rewriting the telegraphed stories, making the bulletins or preparing tales about how the fans in front of the bulletin boards received the returns. This does not take into consideration the telegraph operators, or the expert "baseball compositors" who set up the tables for the various editions. The news agencies also have a small army of men at work on the series, and one must not overlook the considerable number of sport writers who, by special arrangement, prepare the "human interest" yarns to which are signed the names of star ball players, team managers or owners, actors and prize fighters, who couldn't write a really readable story of the games if their lives depended upon it, but whose signatures are far more imposing in print than those of the practically unknown authors.

Many a baseball star who would throw up his hands if compelled to write a single sentence in correct English receives credit for a really clever series of articles prepared by some modest "John Smith," who is short on glory but long on education.

Supposing each of the men "covering" for the newspapers in the major league cities writes 3,000 words daily—and the majority of them write far more—you may be able to estimate roughly the total of the words ground out by these correspondents, reporters and "experts." But the effusions of these men represent but a small portion of all the words written on a world's series. Hundreds of the papers in the minor league cities send one or more workers to the games, and all of these write reams of copy. Papers who do not send men to the scene of action receive their reports from the various news associations. In fact, there is not a daily newspaper in America which does not carry some report of the series—long or short.

Providing working facilities for the many writers at the games that they may perform their duties properly is a herculean task. There are 300 or 400 of these, of which about one-half represent evening newspapers and must have quick telegraph service directly from the press boxes to their offices. One man in each of the pennant-winning cities, representing the Baseball Writers Association, usually has charge of the work, assisted by such committee as he may select. He establishes an office, sends his name and address to the news associations to be relayed to the press of the country, and receives the applications of those usually entitled to newspaper courtesies and facilities in the press box. These applications always exceed by hundreds the limited space at his disposal, and it is his task to choose the men representing the papers in the larger cities, and give what is left over to as many of the others as he can accommodate. Each writer, with his application,

(Concluded on page 506)



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## Are We a Nation of Quitters?

(Concluded from page 482)

Raw materials are on a somewhat different basis.

There will be a period of years when it will be difficult for the American manufacturer to compete in foreign markets. Gradually either wages will rise in the foreign countries or their depreciated currencies will return to a normal basis. Until then we shall be at a disadvantage and unable to do much in export trade of manufactured products.

Some of the people of Europe are learning that they must work and produce and sell to others. They are learning that they must earn before they spend—that it costs money to make war and to be imperialistic, and that they must themselves find the money. The lack of American participation in the League of Nations is a world object lesson that this country will not attempt to thwart natural economic laws by the creation of a super-State. In the League we might impoverish ourselves and impoverish Europe through holding out the hope of a life without work—a super-life arranged by a super-State. We can do much harm but little good as international busybodies.

If we have quit anything, we have quit making international fools of ourselves.

## Gordon Craig and Son

(Continued from page 485)

The son stood by his father's side, and bent over him. "Good-bye, Dad! I'm terribly sorry, the way I spoke!" he said in a whisper. The mill-owner nodded his head slightly, without looking up from his aimless sorting of letters. They left the older man alone. He looked out once more upon the river. Both the little fishing boats had gone from the south end of Pearl Island.

AND now I come to my own share in this time of crisis in the House of Gordon Craig and Son. I'm a middle-aged suburban practitioner, getting in my eighteen holes of golf pretty regularly each Saturday at my beloved Wildwood Country Club, in Westchester County, New York. And then I love to sit there on the piazza and chat and chaff with the boys as they go by from the eighteenth hole to the nineteenth.

That is why Parmenter, our club president, knew where to find me, as he sat down beside me on that Saturday afternoon late in August. He said he'd a curious sort of bird in the clubhouse, named Gordon Craig, all shot to pieces physically, from out beyond Chicago, who'd been buying goods from him for a score of years or so, and now he was East, chasing health, and getting on Parmenter's nerves to beat the band, by virtue of staying at his house for a couple of weeks. This man Craig had gone to pieces all at once, early in the summer, from overwork running through years, and at the very time his son, a perfectly corksing golfer, was at a tournament in Chicago. Parmenter had gotten it all from Mrs. Craig.

"The old fellow came mighty near checking out altogether," explained Parmenter. "There's a regular domestic tragedy about the business. This son's a wizard at golf, only twenty-six, and off the game for life now, because he says he's responsible for the old man's breakdown—which is just true enough to make the kid eat his heart out. The lad's out there in that jumping-off place, trying to run the mill, and the father's here, with his perfectly devoted wife, chasing health and rest—a silent, grouchy old man! It's all a darned mess. Here, look at this magazine, will you?"

I studied the lad's photograph in the golfing weekly. "That boy's a natural golfer, and an all-round athlete, but his

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father's never breathed one athletic gasp in his life. By the age of twelve, according to this model parent, every nice little boy should be doing his twelve hours a day in the mill, I suppose! Come in and talk with him a bit, will you?"

I found a gaunt, sallow, feeble man sitting bolt upright by the center table, his thin-faced wife beside him. The man's eyes regarded me hostilely as I approached, but his head didn't move in my direction. For a while I affected a mighty interest in golf, the greatest thing in the world. My remarks had the resiliency of chunks of lead dropping upon a concrete floor.

It took several days to get him to talk. I really liked the dogged Scotch obstinacy of the old fellow. I pitied the wife. And as for the son, I conceived the idea of rescuing him from golf, and somehow or other, of restoring him to his dad. Figuring out possibilities kept me busy over Sunday. You couldn't reach a man like that successfully with arguments, or by extolling the glories of sports and games. He had a life-long antipathy to anything that suggested interference with business. He must be approached from some other direction when he wasn't looking and didn't suspect anything.

On Monday afternoon, at the clubhouse, Mrs. Craig asked me if I would accept her husband as a patient for the three weeks they were to be in New York and vicinity. That gave me my chance. I was going to make that old fellow like the things his boy liked. Then he would understand him.

So I installed Gordon Craig in an easy-chair overlooking the tenth tee, where we couldn't help seeing the players driving off. Casually I commented to my patient upon certain players who were eminent business men in New York, clearly head and shoulders financially above any one in Palmerville. Soon Gordon Craig complained of a chilly draught, and decided to go at once back to town. But I persuaded him to come around into the sun, right in front of the putting green, where we proceeded to sip tea.

Suddenly I dragged out of Gordon Craig that in his extreme youth he had played croquet! I expatiated on the similarities of the two games. One game shot at a wicket, the other at a hole. I took a putter. I kept gently putting the little balls back and forth. But Craig was a wary old trout. I couldn't get a rise out of him. Finally Mrs. Craig volunteered to try nine putting-holes with me. For the first time in several weeks her voice broke into laughter, at some of the shots she made. I saw the old chap watching her intently.

On Tuesday and Wednesday I had a number of patients to see, and it wasn't till Thursday afternoon that I could run up to the clubhouse for some mashie practice. And what did I perceive on the putting green? Craig and his wife, actually putting! The man went violently upon the defensive as I approached.

"My wife's been at me for two days to help her repeat this foolishness! I find not a single thing difficult or competitive about it! See!" And what did the morose invalid do but casually tap the ball, whereupon the miserable pellet ran into the hole like a scared rabbit. Craig sat down, and looked wearily at his watch. I was breathless with surprise and envy, for his wife said it had been that way all the afternoon. One putt after another! Again the man looked at his watch, raising his eyebrows slightly at his wife.

But I was obdurate. I inveigled him over to the vicinity of the eighteenth hole, put a mashie into his hand, turned it right-side-up for him, dropped a ball, and told him to knock it as near that flag as possible. Then I had my revenge. He was a dub of the dubs! The balls popped into the air, sliced, or lost themselves in the rough. "Don't overtax your strength, dear!" cooed his wife.

Defiantly he went back at last to the putting green before the clubhouse. Now he couldn't putt a single ball into the hole. A number of people were standing about, watching. I could have hugged myself. Finally he handed me the putter with a look that was only too defined!

My telephone got me before I was through with my breakfast, the following morning. "My wife persists in trying that foolish putting affair, and wishes to know if you'll take tea with us at the club this afternoon?" And it was on this afternoon that Gordon Craig first manhandled the driver. I took him out to the practice tee, and teed up a ball for him. He swung at the thing, as though at a baseball with an umbrella. How the ball sailed down the course! A smile of contempt passed his lips. I teed up another ball. He swung and missed. He swung again, and missed. The third time, he broke my driver. The fourth time, he got a dandy drive. A caddie giggled. He looked at me, at his wife, and at the caddie. On this afternoon, I had to forbid him, finally, exercising further. He went right on driving.

He became as a small child with a marvelous new toy. To golf he now transferred that Will-to-Win that had made him a dominating figure in Palmerville. He haunted the links. MacPherson, the pro, gave him a dozen lessons. Then he hooked him up with two elderly duffers of the 31 handicap class. He heard now of Pinehurst for the early fall, and Belleaire for the winter. The grouchy invalid grew stronger and less grouchy. He got some color into his face, and eventually into his language. He was now well within the duffer class! In the remote future loomed the first signs of approaching golf-widowhood for his wife.

SHORTLY after the first of October the Gordon Craigs went South. In my last interview with her, Mrs. Craig broke down and cried. She was all for writing her son, and having him write his father, and make up! I implored her to wait, wait! The trouble was too deep-seated.

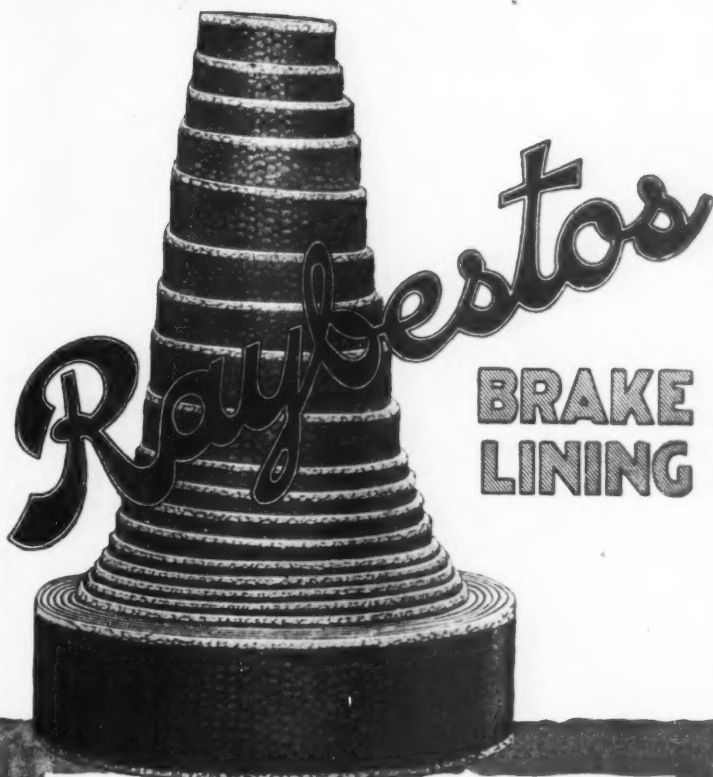
I had occasional joyous letters from her. Her husband was a changed man. He practiced swings even in the hotel rooms, and had broken a chandelier in the sitting-room of the suite on the previous day. She wrote me that she was following my advice and writing moderately to her son, though it nearly broke her heart.

It happened that I was in Chicago that winter, and I did an emotional thing. I took the night train west for Palmerville. On a beastly winter morning, with a young blizzard raging, I found my way before nine o'clock into the office of Craig and Son. I found the boy already grinding away at the daily job. Young Craig was absolutely to my liking, from the start.

"The Governor was ninety per cent. right!" he exclaimed. "And as for that man up there," pointing to the portrait of old Gordon Craig the First, "he must have been a wonder! This house of Craig and Son is going to be bigger and better than ever. You wait till Dad comes back, and digs in again! We'll be a team, believe me!"

It took me the greater part of the morning to present the little plan I had, and to convince young Gordon that it had to be done. Only after we'd gotten Doctor Emerson over, and gone over the details, did Gordon agree to it. And so, when I left Palmerville on the 12.03—the same train young Gordon had taken on that June day—I knew that within the year we'd perhaps bring those two Gordon Craigs together again—for keeps.

DURING the winter I watched the papers carefully for golfing news, and along about April I saw one Gordon Craig figuring in a Southern tournament in the beaten eight of the fourth sixteen. Mrs. Craig wrote me every little while



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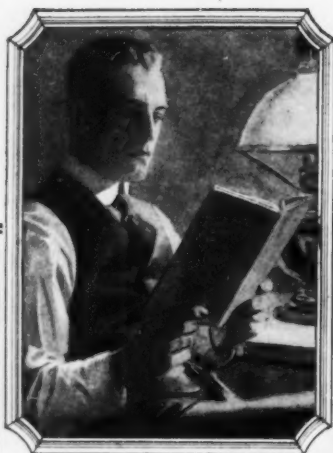
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about the father's attitude toward the son. One paragraph spoke much, however:

"My husband has exceedingly strong principles, and he cannot seem to get over Gordon's apparent indifference to parental authority and age. I know he understands now Gordon's infatuation for golf, but something must happen to break down that awful wall of offended, hurt pride and sensibility, or whatever it is . . ."

When the now healthy man finally showed up at Wildwood, in June, I was delighted with the tanned, finely chiselled face, the vigor of his bearing, and the enthusiasm of a glad child that he showed toward this game which he had wooed so late. We were sitting on the bench at the seventeenth tee, when I dropped an incidental question as to whether that son of his, a year ago, hadn't been pretty nearly championship timber for the national amateur tournament?

The man shot a quick glance at me. Never, since the preceding fall, had I spoken to him of his son. He didn't know how much I knew. Finally he replied: "A good many people have noticed my name, this winter, and asked me, just like you. I didn't know that—that Gordon ranked where he did in the game. They said—lots of fine things about him." Then I saw the man's fist clench on the bench. "But, mind you, Doctor, I'd rather have a steady, dutiful, loyal, reliable son than all the champions in the world! It's too long a story to go into. It's one of my—crosses! It's your honor, I believe!"

And now I come to the morning of the qualifying round of the national amateur championship tournament, the week that brings together the best that our country can produce. With Gordon Craig, Senior, I came on from the East to the city west of the Alleghenies, the scene of the week of contest. And on this gorgeous opening morning, just after nine o'clock, as Craig and I stood in the big lobby of the clubhouse, watching the thronging groups, I asked Gordon Craig to come with me into one of the private dining-rooms on the first floor, overlooking the putting green.

Wonderingly he followed me. In that room stood, to his amazement, Doctor Emerson, his own physician from Palmerville, blithely wishing the mill-owner a cheery good-morning. "Craig," said the physician, "this is going to be a mighty proud day and week for you. First, because you've come back to corking good health. And secondly"—whereupon the physician drew Craig slowly by the arm toward the window—"because out there"—and he pointed to a young man bending over his putter, practicing in preparation for the qualifying round—"because out there—"

"Gordon!"

The father's cry broke straight through his hungry soul. Then the man stiffened. The old rigid look came across his face. This boy—this son of his—was once more absenting himself from business! Irresponsible, pleasure-seeking, game-loving—"Wait!" said Emerson, gently. "You don't know all that's happened at Palmerville, Gordon! Since the day he came back, your boy hasn't deviated by the breadth of a hair from the road you'd have walked and traveled yourself! I've watched him week in, week out, and he's been up to your tough standard, you old Spartan! Why? Do you think it's simply because he's atoning? Not wholly. It's because he now understands you, and your father before you. He's holding the throttle till you come back—and you can come back gently, in the fall—"

The mill-owner could hold no longer. "But he's way off here—far from the mill—there's no one there—"

"Of course he's here, but why? Because we've pleaded with him, the doctor here, and I, to come, just so that one Gordon Craig can watch another Gordon

Craig do his absolutely very best in sport, just as for a whole year he's done his absolutely best in the mill. And if you're any kind of a golfer yourself," went on the physician, "you'll know that he won't amount to a hill of beans if he goes into this thing, knowing you're here, and yet not having had a good talk with his dad—whom God knows he loves, Gordon! So let me bring him in, old fellow! He'll be driving off in twenty minutes, and you haven't got an awful lot of time!"

We saw the man's lips quiver, though his eyes never left the figure of his son. Words came from the father.

"Yes! Yes! Bring him, Emerson! I—want my boy!"

"It's—a bird of a day, isn't it!" said Emerson to me over in a corner.

"It certainly is!" I exclaimed

MY story is nearly at an end. You know already, from the newspapers how this comparatively unknown Gordon Craig forged through wall after wall of contestants until he achieved the final victory. Nor am I competent to depict the soul experiences of the father and the mother of that lad, during the thrilling tournament week. But I do want to share with you something that happened in the ordinarily sleepy town of Palmerville on the Monday following the close of the week's tournament, won by a chap named Gordon Craig.

There were four of us in the Pullman on the afternoon train from Chicago—Gordon Craig, his wife, his son, and I. Genial Doctor Emerson had stolen away the day before, having whispered to me that never before in Palmerville's history had they had a champion, and he was going to see that they understood what was what!

As we approached the station, a most strident and unusual sound pierced the air—the shrillest kind of a steam whistle. Gordon Craig looked with sudden apprehension at his son. "The mill whistle! At this hour? Can it be afire?" Cheers broke forth.

As we descended from the car, the band struck up: "Hail to the Chief!" I heard Gordon shout into his father's ear: "The mill band! They organized it last winter!" The father looked puzzled. The mayor next took young Gordon, his father and mother in the official big touring car. A strange and spontaneous procession wound up the street, from the depot past the mill. There were the eight baseball clubs of the Twilight League, in uniform, organized by Gordon Craig that spring. There were several hundred girls from department stores, moulded into a big girls club by Community Service. They were singing as they marched. Boy Scouts marched proudly behind, and Girl Scouts, and Camp Fire Girls, and some local fraternal order. And so it went.

We halted suddenly in front of the mill. Mercifully the mill whistle subsided at this instant. Bunting covered the mill. The windows were filled with employees, who threw out confetti and paper streamers. In one window I saw a gray-haired woman standing, slender, one hand at her throat, a remarkable expression of devotion on her face. "That's Miss Arnold—the right-hand man of young Gordon this last year! One hundred per cent, and then some! I'll tell you about that woman later!"

Then came the bandstand on the square, where Gordon was forced to say a few words, and the mayor ponderously delivered the freedom of the city to him! Then Gordon caught his father by the hand and pulled him to his feet, and because you can't keep anything hidden from a progressive citizenry like that of Palmerville, they understood and cheered the reunited firm of Gordon Craig and Son. Whereupon Gordon, Senior, caught the excitement, and seized his wife's hand, drawing her to her feet, and there the three stood—while something made me swallow hard as

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I stood below, in the throng, and thanked the Lord for all his mercies.

**Y**ET I have brought away from Palmyra even a more intimate picture. Emerson carried me off to dinner at his house, and afterwards I had to see, of course, the show place of the city, namely the Palmyra Outlook Park, up on the high bluff over the Mississippi.

As the doctor and I stood there, and I gloried in the remarkable sunset view across the river, over the Missouri meadows, Emerson caught me abruptly by the arm: "Look way over there to the right! By Jove!"

Jutting forth, perhaps some five hundred feet from us, was a fine, beetling promontory, a kind of natural projection right out into space. From its tip one

could look far up and down the giant river. And at the tip of the bluff was a great flat stone and on the stone sat two people.

I saw the arm of one of the men stretched forth, sweeping the picture of the valley, and the city nestling under the bluff, and the far fields beyond the stream. I saw the other person bent forward, in the attitude of listening.

Finally they saw us, and beckoned. "Well, Craig, what are you and the boy going to do tomorrow? Back to the grind?" asked Emerson.

The father's face was transfused with a wonderful smile, such as I had never seen there before. He shook his head slowly, as he gazed upon his old friend, the physician.

"No, Emerson! Gordon and I—we were just thinking—we thought we'd—go fishing tomorrow—there off Pearl Island!"

## Are You a "Chin-Upper" or a "Chin-Downer?"

**J.** S. KNOX, of Cleveland, lecturer and writer on personal efficiency, has a striking way of analyzing human nature and success. In discussing salesmanship the other day he declared:

"You have just three things to offer to the world—brains, character, and muscle! Which are you going to offer? If you offer brains, you are a 'chin-upper.' If you offer nothing but muscle you are a 'chin-downer.' What can you sell for a price—your best, your second best, or your worst? Brains come high, but unless you have something better to offer than mere brains you are headed straight for the penitentiary. Character, in combination with brains, correctly trained, is the best-paid product in the world."

In his early days Knox was a salesman, but he came to the conclusion he would be a teacher of salesmen. So he worked out his system and went at it. His teaching is not based on theories, but upon a knowledge of human nature and the demand of modern business. His "big idea" right now is that salesmanship and business science should be taught in the public schools.

"While I am promoting the teaching of salesmanship in general," insists Knox, "I feel that my greatest work is to help a man to discover himself. I want him to make the discovery as early in life as possible, so he will have many years in which to expand along the right lines. That is the reason I am so anxious that personal development be given more prominence in the schools. Once that is done, there will be fewer failures in later life."

"What do you regard as the chief obstacles to success?" he was asked.

"Fear!" he exclaimed emphatically. "Fear and ignorance. Fear is the great foe of the race. It robs us of the best there is in life. If we submit to fear, it will hold us down in poverty, misery, despair. Fear is the fatal bugaboo of the imagination. But thank the Lord we can drive it out of our lives."

"Knowledge is the antidote for fear, as surely as light is the antidote for darkness. Courage and self-confidence are the result of knowledge. Success is not so much a matter of brains as it is of getting the right facts and learning how to use them. There is no such thing in life as an opportunity for any man unless he is ready for it. You can create opportunities by developing your native powers, by gathering practical information and ideas. On the basis of pre-war figures eighty-five per cent. of the men of this country are earning \$15 a week or less. Seven and one-half per cent. are making \$1,800 to \$3,000 a year; the other seven and one-half per cent. are at the top. Why? Because they developed themselves."

"America's greatest tragedy and greatest

loss is due to lack of education, particularly commercial and industrial education. If a man doubled the use of his brain power the world would be tremendously benefited, as well as the man himself. The great American desert is not located west of the Mississippi River but under the hat of the average man because he uses only a small percentage of his native talent."

"That's all fine," he was interrupted, "but tell us how the average man is going to develop and utilize his latent powers?"

"Here is a test," responded Knox. "Let us choose nine positive qualities, and consider that they make the following average for a month: Optimism, 71 per cent.; enthusiasm 70; energy 70; honesty 95; cheerfulness 85; carefulness 80; neatness 90; initiative 75; courage 75. By adding these percentages together and dividing them by nine, as there are nine qualities, we find an average of 79 per cent."

"That means we are 79 per cent. successful. It also means that we are 21 per cent. a failure. It means that we were only a little more than three-fourths as successful as we should have been. It means that we must be mentally systematic, and check up our weaknesses—catalogue them, and kill them."

"We can kill the negative by practicing the positive. We kill laziness by persistent work. We kill fear by doing the thing we fear to do, regardless of our fears. If you are afraid to do a certain thing, by all means brace up and face it."

"Has it never occurred to you that you could check up and increase your efficiency at least 21 per cent? Apply the process of elimination and substitution to every negative and positive quality you possess and you will notice a marvelous change in yourself in a few months. The late Prof. James of Harvard, after years of investigation, came to the conclusion that the average man is using only one-tenth of his brain power. Just think of it! Nine-tenths of the average man's brain power is a desert waste."

"There are three things that any man can do, and if he does them faithfully, he will find himself advancing. First, let him concentrate his mind on his work, and study out ways to improve it. Next he should pick his associates from among men who are experts in other lines. I know a young steel-mill roller who became the head of his corporation because he made it a point to keep in touch with older, more experienced men from whom he gained ideas and valuable information. Last of all read books on self-development. Success does not come by accident nor suddenly. It is the result of persistent effort and the outworking of a definite plan."



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Moisten your face and squeeze a little cream on your drenched brush. Use cold water or hot—it makes no difference. Whip up the lather on the point of your chin and spread gradually. Keep adding water—lots of it. The amount of water has a lot to do with results. Brush in the lather for three minutes. Don't rub it in with fingers. The rest is between you and a well-stropped blade.

As your razor gently caresses where it used to punish, let this thought dwell in your mind—it pays to try.

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## NEW FACTS IN THE WORLD OF SCIENCE

Edited by Hereward Carrington, Ph. D.

### Obtaining Power from the Air

FOR many years it has been the dream of scientists to devise a machine for generating energy by abstracting it from the air and turning it to useful purposes. All attempts to do this in the past have failed to bring practical results. Now it has been reported that Alfred M. Hubbard, aged 19, of Seattle, Wash., has constructed a machine of this sort which actually "works." He calls it an "atmospheric power generator," and claims that the dream of scientists may through his invention be realized. He lately gave a demonstration of his invention before a group of practical scientists, and the conclusion arrived at seems to be that if his device could be perfected on a larger scale, it might revolutionize every form of gas and steam engine in the world! The device consists of a small coil of wire about six inches in diameter surrounding a permanently magnetic core, eight inches long, the entire contrivance small enough to be carried in a man's hand. Without the aid of any moving parts connected with the generator, storage or primary batteries, Hubbard showed an ordinary incandescent

light connected with the apparatus, which by its operations was made to light and glow for nearly an hour. The details of this mechanism are, of course, the secret of the inventor. Superficially, it appears to resemble a form of "perpetual motion machine," which has been discussed before in this department. However, the practical

results of these methods remain to be seen, and, from all accounts, the start has been propitious.



An atmospheric generator, which is said to extract its energy from the air.

### Helping the Blind Man to "See"

HERE is a simple device which enables the blind man to walk about the crowded streets of a great city without fear of bumping into any of the pedestrians, or unexpectedly walking off the sidewalk. It has been used by Frank Murphy, a blind man, and consists simply of a rod to which two small rubber-tired wheels

have been fastened, which he can push ahead of him, and a small hooked rod held in the other hand with which he can feel the edge of the pavement. Murphy is the originator of this device, which may possibly be adopted on a large scale by other men similarly afflicted. It is a well-known fact that when the sense of



Frank Murphy using his device, which enables him to walk about the crowded city streets in perfect safety.

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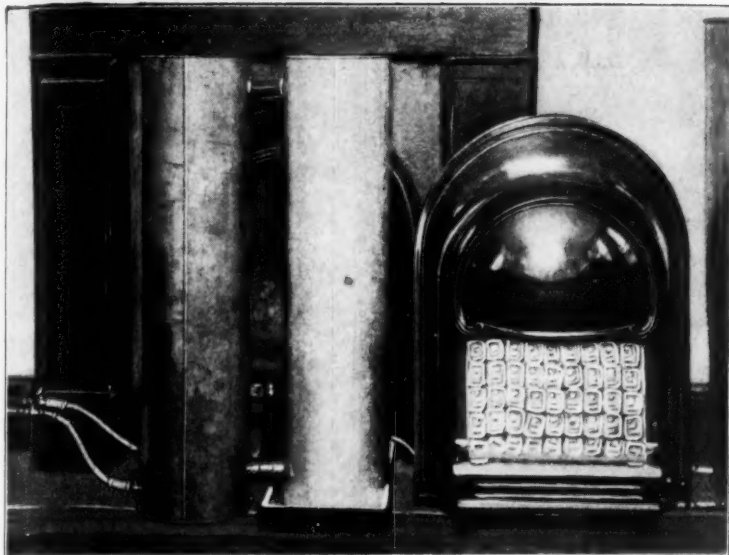
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sight is lost, the other senses become more acute and replace, to a great extent, the sense of vision. Hearing, smell, or taste become much keener, and the sense of touch particularly becomes acute. For instance, it is known that nerve-cells corresponding to those of the gray matter (cortex) of the brain are found in the fingertips of blind persons, showing that extra and very fine sense perceptions are possible in the finger-tips of the blind, through the sensation of touch. The greater part of our mental life, is however, built up through the sensation of sight; most of our memories, our thoughts and our dreams are *visual*, and we think largely in pictures. This is not the case of the blind man, whose dreams and thoughts take other forms. If the child is born blind, this impedes, to a great extent, the development of its mental life, and it has been calculated that only about 6% of those born blind ever become self-supporting.

#### How to Save Money on Your Gas Bill

IN these days of high living costs anything which tends to reduce the household bill should be welcome. A practical suggestion to this effect has just come to us from England, where a new form of gas-stove has been perfected, by means of which gas, to the value of four or five cents, is made to produce as much heat as was obtainable through the old gas methods for a much larger sum.

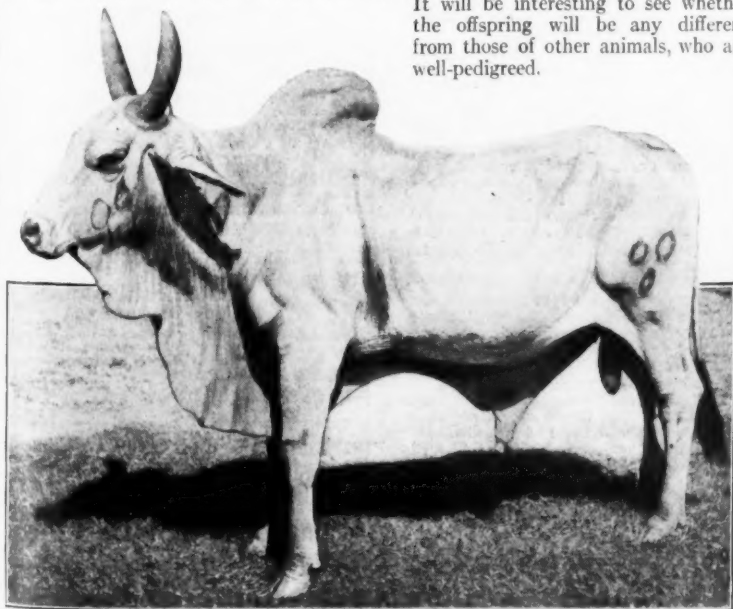
This is accomplished by the elimination of the chimney, through which the greater part of the heat was allowed to escape and pass through the room. The heat in the gas-stove is radiated into the room, and the fumes condensed in water. The accompanying photograph shows us the old and new styles of gas heater—the ordinary gas-stove being in the rear, behind the two round cylinders, and the newer type of stove in the foreground, connected by means of piping with the water cylinders.

#### "The Sacred Bull" Just Imported

HERE is a photograph of the only living Sacred Bull ever imported from India. He has just arrived, and carries with him the mystic brand placed upon him by a priest in India. The selling of this animal caused the dethronement of the high-priest who sold him to the Crescent V.10 Ranch at Palacios, Texas. The animal is valued at \$75,000. It is said this amount has been offered for him and been refused.

Animals have been worshiped from time immemorial in all parts of the world, particularly in the Orient, and cats, oxen, crocodiles, birds, dogs, goats, and many other creatures have been held in great veneration in India, China, Egypt and other countries. One is accustomed to think of "Bull" as a decidedly American product, but one sees that the shy and peaceful Oriental is not without his share!

It will be interesting to see whether the offspring will be any different from those of other animals, who are well-pedigreed.



Some bull! Just imported from India and the only one of its kind ever sold.



## He Tore Up the Blueprints

THE chief engineer of a \$5,000,000 plant in one of St. Louis' new industrial districts prepared plans and specifications for an \$800,000 generating station to supply electric current. He figured that an immense quantity of refuse which could be used as fuel in the generating station would be provided in the daily operation of the plant.

Inquiry developed that St. Louis has a dual supply of cheap hydro-electric current and steam-generated energy in plentiful quantity to serve all industries that locate in St. Louis. The company found that St. Louis is girdled with an interlocking transmission system between the two sources of supply, giving interconnection through eight substations strategically placed throughout the city.

The company was convinced. The engineer tore up his blueprints. The plan to build an \$800,000 generating station was abandoned. The company found that it could dispose of its fuel refuse in other ways and buy its power current in St. Louis cheaper than it could generate its own supply through the use of the refuse.

### St. Louis Has Abundant Electric Power

One of the essential factors in industrial development these days is an ample supply of reliable electric energy sold at rates which enable manufacturers to use it in large blocks economically. St. Louis is in a remarkably advantageous position in this respect. It has a large capacity of electric current from the Keokuk Dam and a local steam generating plant located directly on the Mississippi River.

Among the industries now being furnished with electric energy from St. Louis' plentiful supply are shoe, ice, automobile, drug, iron and its allied industries, drying ovens, brass and enameling ovens, electric steel and gray iron furnaces, mills and factories in almost every line of industry.

St. Louis can furnish ample electric power for any of the following sixteen industries for which there is need and a profitable market in the St. Louis trade territory:

- |                                   |                   |
|-----------------------------------|-------------------|
| Cotton spinning and textile mills | Farm implements   |
| Steel and copper wire             | Rubber products   |
| Machine tools and tool machinery  | Locomotive works  |
| Automobile accessories and parts  | Blast furnaces    |
| Tanneries and leather goods       | Cork products     |
| Shoe laces and findings           | Small hardware    |
| Malleable iron castings           | Dye stuffs        |
| Screw machine products            | Drop forge plants |

The booklet, "St. Louis as a Manufacturing Center," gives details that will interest you. A letter will bring it if addressed to

Director New Industries Bureau

**St. Louis Chamber of Commerce**  
St. Louis, U. S. A.

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### Under this Heading

### "Free Booklets for Investors"

on page 505 you will find a descriptive list of booklets and circulars of information which will be of great value in arranging your investments to produce maximum yield with safety. A number of them are prepared especially for the smaller investor and the "beginner in investing."

# JASPER'S HINTS



# TO INVESTORS

**NOTICE.**—Subscribers to LESLIE'S WEEKLY at the home office, 225 Fifth Avenue, New York, are placed on what is known as "Jasper's Preferred List," entitling them to the early delivery of their weekly and to answers to inquiries on financial questions and, in emergencies, to answers by telegraph. Preferred subscribers must remit \$7 directly to the office of LESLIE'S WEEKLY, 225 Fifth Avenue, New York. Full name and exact street address, or number of postoffice box should always be given. Anonymous communications will not be answered. The privileges of this department are not extended to members of clubs who are not individual subscribers.

**T**HE signs are now convincing that inflation in this country attained its peak some time ago and that there is to be no strong reaction upward. Prices have been making a stampede for lower levels. Deflation has been orderly, but none the less it is on in earnest. Cuts in quotations of about 250 articles in the food, clothing, textile, automobile, building materials, and other groups have been reported. The necessities of life are gradually leaving the luxury class and coming within more convenient reach of the tens of thousands whose incomes were not increased to match the high cost of living. Everything on the market, including steel, copper, paper and oil, is bound, sooner or later, to be affected by the downward movement. The shrinking of prices may be steady or irregular, but it must in due time draw into its current all merchantable commodities. Normal times, though not close at hand, are yet plainly looming on the horizon.

The effects of this wide downward trend of prices bid far to be far-reaching. To the great majority of the people, deflation means the promise of better conditions. It will not be hailed with delight by hoarders of products, whether producers or speculative middlemen, nor by those who took advantage of circumstances to wring excessive remuneration from employers. It will put an end to the "vicious spiral," for earners of wages can no longer plead for raises on account of advancing living costs. Deflated values will also greatly ease the credit situation, since with diminishing cost of supplies there will be less call for working capital in the industries. Deflation will doubtless for a time be attended by a decrease in the profits of not a few concerns, and thus will react adversely on the values of their issues. Already there have been instances of this. But if production can be expanded at a lesser percentage of expense, business, which has shown signs of slackening, will eventually experience a revival. Larger sales will make up for lower percentage of profit. When the economic law shall operate without artificial restraints business will reach a bed-rock basis on which it may build a more natural and more solid prosperity. Some enterprises may find it difficult to hold out to the safe end, but the sounder ones should pull through successfully.

Though deflation will not be without its hardships, these are not likely to be so severe as the pessimists predict. In the words of that veteran, optimistic and far-seeing observer, the Hon. Chauncey M. Depew, the country is on too sound a money basis for a panic. The cost of living, Mr. Depew believes, will come down gradually, though it will take time. He

recalls that after the Civil War the cost of living did not come down to where it belonged until 1878. Mr. Depew prophesies good times, less unrest, and harmonious settlement of the differences between capital and labor.

That appears to be the correct attitude to take regarding the period of readjustment. Many leading financiers share this point of view. They do not fear that the best-regarded class of securities will suffer a lasting slump because of the general tendency of commodities to decline. Certain issues, like Liberty Bonds and the seasoned bonds and preferred stocks of the stronger corporations, should appreciate proportionally to the fall in the cost of living. As the purchasing power of the dollar rises when prices tumble, issues with fixed rates of return will grow more desirable.

That the present is still a time of opportunity in the securities market is shown by the remark of a leading banker, quoted in the *Wall Street Journal*, as follows: "I don't know, of course, about the immediate fluctuations of the market, but I firmly believe this is the chance of a lifetime for a man with money to buy securities."

**V., PIEDMONT, W. VA.:** As Atlantic Refining is one of the strongest companies in the S. O. group and Superior Oil is its subsidiary and is paying 10%, the latter's stock should be an excellent business man's purchase.

**A., WESTFIELD, N. J.:** Columbia Gas & Electric's ought to be a good business man's purchase, as the organization is prosperous. Virginia Power Co.'s may be safe, but the company is not financially strong. Surplus and working capital are small and it is paying no dividends.

**K., ALLEGAN, MICH.:** This is not a good time to organize tire and rubber companies. There are too many already in the field, and the new corporation you name will have severe competition. It will be safer to put your money into the shares of such companies as Goodyear, Goodrich, or Kelly-Springfield.

**L., CINCINNATI, O.:** There is too much uncertainty in the airplane business to warrant recommending the purchase at present of 1,000 shares of Wright Aeronautical for a long pull. Some day the airplane business may become as profitable as the automobile business has been, but the outlook is not brilliant just now.

**M., McCASLAND, IOWA:** Federal Mining & Smelting preferred could not be had at its present low price were its dividends assured. The company's property was considered to be nearly worked out, but has picked up a little. How long the company can continue remains to be seen. The preferred stock is highly speculative.

**W., NEW HAVEN, CONN.:** The \$20,000,000 of Bethlehem Steel's new 15-year 7% marine equipment trust certificates were subscribed for in a few hours at 94½ and accrued interest. The public's confidence in the issue appears to be well founded. The proceeds of the certificates will be used to build ships for carrying iron ore from the company's mines in Chile to this country.

**D., ROCKFORD, PA.:** It seems almost certain that the Denver & Rio Grande Railroad Co. must be reorganized. Western Pacific has a judgment against D. & R. G. of \$34,000,000, and no compromise has been arrived at. The Federal Court has ordered the sale of D. & R. G. property to satisfy the judgment. Possibly the stockholders of the

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GODFREY-BREWER INVESTMENT CO. OKLAHOMA CITY





James Ringold

A prominent financier of Denver, Colo., vice-president of the United States National Bank in that flourishing city, and a member of the executive council of the American Bankers Association.



A. J. Waters

President of the Citizens National Bank of Los Angeles, Calif., president of the Los Angeles Clearing House Association and director of the Los Angeles branch of the Federal Reserve Bank.



E. A. Culbertson

Of Salt Lake City, Utah, president of the National Bank of the Republic, a prosperous financial institution in that city. He is well known and highly esteemed as a banker throughout his State.

D. & R. G. will be allowed to enter any reorganization plan, receiving a reduced amount of stock on condition of paying an assessment.

S. YOUNGSTOWN, OHIO: I think well of Morris & Co. notes, Goodrich conv. 7's, and Armour 6 per cent. serial conv. debts. The three companies are strong and their issues reasonably safe. Metropolitan Edison Co. 5's may be safe, since the company is paying dividends on preferred, but the organization is not so strong financially as any of the other three. Vermont Hydro-Electric first mortgage 6's are fairly good, although the company has not been in existence long enough to become seasonal.

M. PROVIDENCE, R. I.: Cities Service bankers shares and U. S. Rubber are good investments for a business man. Central Leather has passed its dividend and is now in the speculative class. Texas Co. and Cosden & Co. are dividend payers and their issues are fair purchases. Kennecott Copper pays a dividend, but is more speculative. Island Oil and Simms Petroleum are not dividend payers, and are long-pull speculations. United Retail Candy Stores at current price looks like a pretty good long-pull speculation.

M. POTTSVILLE, PA.: St. L. & San Fran. income 6's are not exactly an "investment," but an attractive speculation. The bonds have had a considerable advance of late, which discounts some of their speculative possibilities. The interest on these bonds is not cumulative. The adjustment 6's occupy a stronger position. Their interest is cumulative and though they are not equal to first mortgage bonds they are considerably safer than the income 6's. The railroad is not paying dividends but is paying interest on bonds, and the expectation is that it will continue to do so.

New York, October 9, 1920.

JASPER.

### Free Booklets for Investors

Wherever one lives, in busy city or on remote rural delivery route, one can do banking by mail and obtain 4 per cent. interest, by depositing his funds with the Citizens Savings & Trust Company of Cleveland, Ohio. Get the company's explanatory booklet L.

The value of the financial weekly, the "Bache Review," has been so manifest to thousands of investors that they regard it as indispensable. It is an authoritative publication. Copies free on application to J. S. Bache & Co., members N. Y. Stock Exchange, 42 Broadway, New York.

Preparing for a rainy day is made much easier for persons with limited capital by the partial payment plan, which in many instances has worked most successfully. Dunham & Co., 43 Exchange Place, New York, are prepared to make suggestions for the investment of funds in sound securities and to explain the advantages of their monthly installment plan. Write to the company for 80-DD, and get the details.

Exceptional success has attended the business of S. W. Straus & Co., Inc., 150 Broadway, New York, and Straus Bldg., Chicago. The company has a long and honorable record. It deals in first mortgage bonds, safeguarded under a time-tested plan, yielding 6 per cent. net, with the 4 per cent. Federal income tax paid. On application for booklet J-1003 the firm will send its current "Investment Guide," describing the securities.

Buying of bonds by mail from a responsible institution is as safe as if one bought in person. The Mercantile Trust Company of St. Louis, Mo., is strong and reputable, being a member of the Federal Reserve System, and is dependable in its dealings. It offers various bonds, in denominations of \$100, \$500 and \$1,000, yielding up to 8 per cent., and gives them unqualified recommendation. It will mail to any address its list LB-106 describing these offerings.

In these days of high interest rates nobody questions that a 7 per cent. security may be entirely safe. To many non-speculative investors, Miller first mortgage bonds, yielding 7 per cent. and based on property worth double the face of the bonds, have proved attractive. Those who would like to know more about them should write for a list of offerings and a free booklet, "Selecting Your Investments," to G. L. Miller & Co., Inc., 1041 Hurt Bldg., Atlanta, Ga.

An inviting investment opportunity is offered in

Cities Service Company series B, 7 per cent., debentures. These are convertible into preferred and common stock with cash and stock dividends on the common accumulated and compounded for years. Interest on the debentures is being earned over eleven times. Full particulars are contained in circular B-21 which will be mailed to any applicant by Henry L. Doherty & Co., Bond Department, 60 Wall Street, New York.

The flourishing National City Company, National City Bank Bldg., New York, has a nationwide organization and world-wide affiliations, and is constantly in search of attractive investment opportunities. With trained representatives in fifty offices, the company is equipped to render reliable service in the selection of bonds, notes, or preferred stocks suitable to all investors' needs. To those who ask for L-143, the company will supply its current purchase sheet, listing nearly 100 desirable securities. To applicants for L-439 it will also send its informing book, "Men and Bonds," which might well be consulted by every investor.

To obtain financial independence one should first save as much money as possible, and, second, invest it safely and profitably. Owing to the existing very low prices of seasoned bonds and preferred stocks, yields of 8 per cent. to 10 per cent. on market price are obtainable. This offers a remarkable chance to all investors. Persons of limited means can purchase sound securities and take a year or two to pay for them, receiving dividends or interest in the meantime. How all this can be realized may be learned by writing to Chas. H. Clark & Co., Department LW 10, 66 Broadway, New York, for the booklet "Thrift-Savings-Investment," together with a copy of the helpful "Investment News."

### World Peace Finance

AMONG the enlightening books written to size up conditions following the World War high place must be accorded to Clarence W. Barron's "A World Remaking, or Peace Finance." Mr. Barron, who is head of the Wall Street Journal and the Boston News Bureau, two of the most influential financial newspapers in the United States, is a master of economics and finance, a keen observer and a competent analyzer. He has not attempted a systematic treatise on the title subject. The book consists mainly of letters written by him from abroad during 1919, reviewing the situation in Europe as it then appeared. It is an estimate and forecast of international reconstruction in which finance must play an enormous part. Changes have occurred which might cause Mr. Barron, if writing today, to alter his details somewhat, but his grasp of essentials and insight into the heart of things were so sure that his conclusions and opinions stand without loss of value. He devotes a goodly part of the volume to the state of affairs and the outlook in England. But he deals also with the case of France and that of Russia. His adverse comments on Socialism and Bolshevism are pointed and sound, and as to the relations between labor and capital he speaks with sense and justice. The work is not only valuable for the judgments expressed and its philosophic epigrams; it is also notable for bits of "inside" information of interest and importance. It tells, for instance, the true story of the Panama Canal, showing how German intrigue tried to muss the matter. Mr. Barron's style is attractive and the book is readable throughout. Published at New York by Harper & Brothers.



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1. From every hundred pounds of live hogs we buy, we get only about 72 pounds of meat and lard.

2. The choice cuts—bacon, hams, and pork loins—are only about one-third of the whole animal. They must bring prices much higher than the price of hogs to offset the low prices we get for many of the other cuts. Otherwise we couldn't stay in the pork business.

3. Only about 8 pounds out of every hundred pounds of live

hog can be made into fine bacon like Swift's Premium. Only half the hogs we can buy are suitable for this brand; hence only about 4 per cent of the total live weight of hogs we buy is sold as Premium Bacon. Other bacon is sold at much lower prices.

4. There is an extra expense of about 8 cents per pound in preparing Premium Bacon, due to careful trimming, curing, smoking, and shrinkage. This extra expense is nearly as much as we get at wholesale for some of the cheaper cuts.

The various cuts not only bring different prices, but changing demands cause these prices to vary with respect to each other. One cut may have the call, with prices of other cuts ranging lower. For example, fancy bacon has been in heavy demand during the summer of 1920, and the price has not fallen with the price of hogs. But lard has dropped about 45 per cent. at wholesale and dry salt pork has dropped about 35 per cent.

These prices are utterly beyond our control; bacon may come down at any time, and lard, or some other cut, go up.

But you may rest assured that competition, at all times keen and active, keeps the average return from all cuts down to a point which allows us less than one cent per pound on all pork products sold.

### Swift & Company, U. S. A.

Founded 1868

A nation-wide organization owned by more than 35,000 shareholders



## World's Series—the "Big Business" of American Sport

(Concluded from page 497)

must state whether he desires a direct wire, and this service, including an experienced operator, is provided. The newspaper men are passed through a special gate, that they may not be delayed, and are provided with a badge which entitles them to move about through the stands at will. There also are 100 or more photographers who must be provided with credentials permitting them to enter the field prior to the beginning of the game.

Let us suppose that now matters have reached the point where a contest is about to be started. The evening newspaper representatives have been dictating introductions for their stories to the telegraphers, the "morning men" have been scribbling notes and gossiping with the notables present, and everybody is on the *qui vive* for the call of "play ball."

Suddenly the band is stilled, the leather-lunged "song pluggers" cease warbling the latest vocal atrocities, and in a silence that is positively awesome, coming in the midst of the afternoon's confusion, the batteries are announced. Immediately afterward bedlam again breaks loose, the wise telegraphers begin ticking the announced names over the wires without waiting to be told to do so, and the fans in San Francisco and Seattle get the news almost as soon as do those at the bulletin boards in the competing cities or along the Atlantic coast. Then bit by bit, each ball, each strike and each play is snapped over the wires, comment supplied by the correspondents punctuating the detailed play whenever this slows up sufficiently to permit of interruption.

The moment the last man is out there is a rush of the newspaper forces, writers and photographers for waiting automobiles, and they speed to the city's news center. The morning men scatter to the newspaper and telegraph offices or their hotel rooms to prepare their yarns, which will be telegraphed later in the evening, while the photographers arrange to send their plates to the home offices to be developed, usually by special train messengers. Their big rush is over for the day, the evening men take things more leisurely, talking over the high lights of the game with the league presidents, the club-owners and the players, for they have the better part of the night in which to write their stories, which will appear in the early editions of the following day's evening papers. Their hours of sleep usually are brief, for they must arise early to "flash" to their offices the weather conditions in the city in which they are stopping, the probable batteries and a new "lead" for their stories sent the night previous. The local papers want "crowd stories" and gossip heard in the streets, and the representatives of such must work through almost a full day and night trick.

Right after the completion of the second game, every one directly interested must move quickly, for the scene is to shift to a different city, to which the players, newspaper men, photographers and others must proceed, and these back-and-forth journeys between places, especially if they are far apart, add no joy to the labor of "covering" a series.

The cost of furnishing the news to the fans? Well, the publishers cannot afford to worry over that item if they are to give satisfactory service; the task of figuring out even an approximate total is too great a task for the writer. But the next time you glance at the press box at a world's series contest, shift from one foot to another before a bulletin board, or read a detailed account of a game in your favorite newspaper, think of the effort it takes to conduct the series successfully and distribute the news, with the telegraph wires serving as the modern Paul Revere.

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**Sell Inside Tyres. Inner Armor for old or new auto tires.** Increase tire mileage. Prevent punctures and blowouts. Liberal profits. American Access, Co., Dept. L. I., Cincinnati, O.

**Large Manufacturer wants agents to sell** Guaranteed made-to-measure Raincoats, \$50 to \$75 weekly. Highest commission. Profit in advance. Outfit free. Standard Raincoat Co., 163 W. 21 St., N. Y.

**Sales Agents Wanted in every county to** give all or spare time. Positions worth \$750 to \$1,500 yearly. We train the inexperienced. Novelty Cutlery Company, 238 Bar St., Canton, Ohio.

### PERSONAL

**Cash.—Send by Mail Any Discarded** Jewelry, new or broken, Diamonds, Watches, and gold, silver, platinum, magneto-points, false teeth in any shape. We send cash at once and hold your goods ten days. Your goods returned at our expense if our offer is unsatisfactory. New Catalog of bargains in new jewelry sent free. Liberty Refining Co., Est. 1899, 1432 Wood St., Pittsburgh, Pa.

**Get Highest Cash Prices for New or Broken** jewelry, diamonds (loose or mounted), watches, gold, silver or platinum in any amount or form, gold or silver ornaments, magneto-points, mercury, false teeth, war bonds, war stamps, unused postage, of any denomination—in fact anything of value. Send us by mail or express. Cash sent in return at once. Goods returned in 10 days if you're not satisfied. The Ohio Smelting & Refining Co., 233 Lennox Bldg., Cleveland, Ohio.

### SONG-WRITERS

**Song Writers Manual & Guide sent** Free! Contains valuable instructions and advice! Submit song-poems for examination. We will furnish music, copyright, and facilitate publication or sale. Knickerbocker Studios, 307 Galety Bldg., New York.

### PHOTOPLAYS, STORIES, ETC.

**Free to Writers—a wonderful little book** of money-making hints, suggestions, ideas and ABC of successful story and playwriting. Absolutely free. Just address Authors Press, Dept. 30, Auburn, N. Y.

### MICH. FARM LANDS FOR SALE

**Rich hardwood land in Michigan.** Grains, poultry fruit stock. Big yields. 10, 20, 40, 80 acres. \$15 to \$35 per A. Small down payment; easy terms. Big booklet free. Swigart Land Co., 21245 First National Bank Bldg. Chicago, Ills.

### CLEANING & DYEING

**That Soldier Overcoat! Have it altered** into a civilian style, dyed a dark blue or black, new buttons, etc. Complete, \$10.00 Parcel post to Sanitary Cleaning and Dyeing Co., Wilkes Barre, Pa.

### BUSINESS COLLEGE

**Do You Want to Better Your Position?** We will train you and place you before you pay us. Study at home or at our College. Shorthand, Typewriting, Bookkeeping, Accountancy, etc. Address Greenfield Business College, Dept. 29, Greenfield, O.

### HOUSEHOLD

**Furniture Polish, Brilliant, Lasting.** Water-proof, Superior to most of those sold at fancy prices. Can be made at Home at small cost. Hotels, House-keepers, Agents, send 25c coin for formula. Eastern Oil & Grease Co., P. O. Box 697, Atlanta, Ga.

### Advertising in this Column

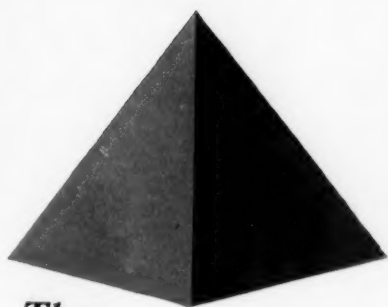
costs \$3.00 a line. A discount of 15% is allowed when six or more consecutive issues are used. Minimum space, four lines.

(Guaranteed Circulation 500,000 (at least 95% not paid).)

Manufacturers or others using space in this column can give a brief outline of their merchandise, proposition, or services, and then either complete the sale or encourage business with descriptive catalogs and follow-up. This suggestion is offered to prove the value of good advertising, with a view that some day, appreciating its value, your business will increase and you can use space on a larger scale.

When ordering space please send complete "follow-up" so we can be thoroughly conversant regarding your offering.





## The Pyramid of Service

This is the symbol of enduring service adopted by the Service Motor Truck Company, which will henceforth distinguish all Service Motor Trucks on the highways of the world. Look for it on the radiator.

**IT STANDS FOR**—a quality truck in which the highest standards of automotive engineering practice are rigidly followed.

**IT STANDS FOR**—advanced thought and progressiveness which is today crystallized into SCIENTIFIC CUSHIONING, one of the most important developments in truck building.

**IT STANDS FOR**—Service in every sense of the word; the service guaranteed by inherent quality; the service guaranteed by the finest possible construction; the service guaranteed by a maintenance department which is the most complete, we believe, in America.

The Service Maintenance Department has complete parts on hand for every model of Service Motor Truck ever built. Any part for any truck in any part of the world will leave our factory within 150 minutes after receipt of telegraph order.

Service Motor Trucks are built to keep going. Service maintenance is perfected to quickly reinstate any truck which has met with an accident.

## Scientific Cushioning— A Ten-Year Success

**THE** possible life and dependability of a truck may be safely estimated by the degree of protection it has against the Five Fundamental Strains and Shocks which are the cause of most motor truck troubles. No truck is more dependable than its shock insulation.

This statement is proved by the unmistakable success of the Service system of SCIENTIFIC CUSHIONING which has been developed and perfected by Service engineers and is used only in Service Motor Trucks.

For ten years this system of scientific shock insulation has been under closest surveillance on Service Motor Trucks. Records of thousands of trucks have been kept. Scores of strenuous, heart-breaking endurance runs have been made and checked. In all cases results have been remarkable. In many cases even our own engineers were surprised at the records of continuous service, daily tonnage, repair expense, fuel economy, etc.

By means of this scientific system of shock insulation the entire mechanism of the Service Motor Truck is scientifically cushioned. Thus the severe strains and wrenchings due to the shifting of load-weights are counteracted. The ruinous vibration and terrific shocks communicated through the axles to the transmission and engine are absorbed. Likewise the impacts caused by

the loaded truck meeting bumps and ruts in the road; the shocks caused by the sudden application of brakes—of backing into curbs, etc., are softened by a yielding action.

**SCIENTIFIC CUSHIONING** means service in its fullest sense. It means dependability. It means long life. In fact, it means everything that makes a truck a real investment.

Service Motor Trucks protected by SCIENTIFIC CUSHIONING are made in 7 models and 80 combinations of speed, power and capacity. Thousands are plying the highways of the world. Look for the Red Pyramid on the Radiator.

Data covering Service Motor Truck records in your particular line of business will be sent you gladly if you write.

SERVICE MOTOR TRUCK COMPANY, Wabash, Indiana, U. S. A.

# Service

## MOTOR TRUCKS

With the Red Pyramid on the Radiator



# The Fastest Selling Solid Truck Tire in America ~ the MONO-TWIN



**T**ALK to the truck owners of this country about *economy*—even an economy that may not be immediately apparent—and you will always find them ready and willing to listen to you.

When the United States Rubber Company announced the creation of its new Mono-Twin Solid Truck Tire, two months ago, it expected that truck owners would be interested.

What it didn't foresee was how quickly and almost universally they would appreciate the *results* towards which this company had been working.

Two months is a short time in which to have the results of years of

scientific endeavor meet with such general and enthusiastic acceptance.

But truck owners all over the country have learned their lesson. They have followed the unsound and the unscientific to their logical conclusions.

They know now which way economy lies. And they are more than ever out to find it.

\* \* \*

For those who overlooked the first announcement regarding the Mono-Twin, we reprint these few facts bearing on its economy:

It is built of *grainless* rubber—an exclusive U. S. creation—*non-splitting*.

*Chemically* joined to its base—ending base separation.

Its combination of rubber cross-bars and depressions *increase traction—dissipate traction heat*—act as a *non-skid tread*—enable the tread to *wear down uniformly* with no necessity for regrooving.

It carries a *heavier load* than two single tires of half the section width—adding to its *cushioning qualities*, reducing the wear on truck and driver.

Any U. S. Solid Truck Tire representative will be glad to give you further information.

Talk to him. He is a truck tire expert.

And specify the U. S. Mono-Twin when ordering your new truck.

# United States Tires

## United States Rubber Company



Fifty-three  
Factories

The oldest and largest  
Rubber Organization in the World

Two hundred and  
thirty-five Branches